

GRAIN DEALERS JOURNAL

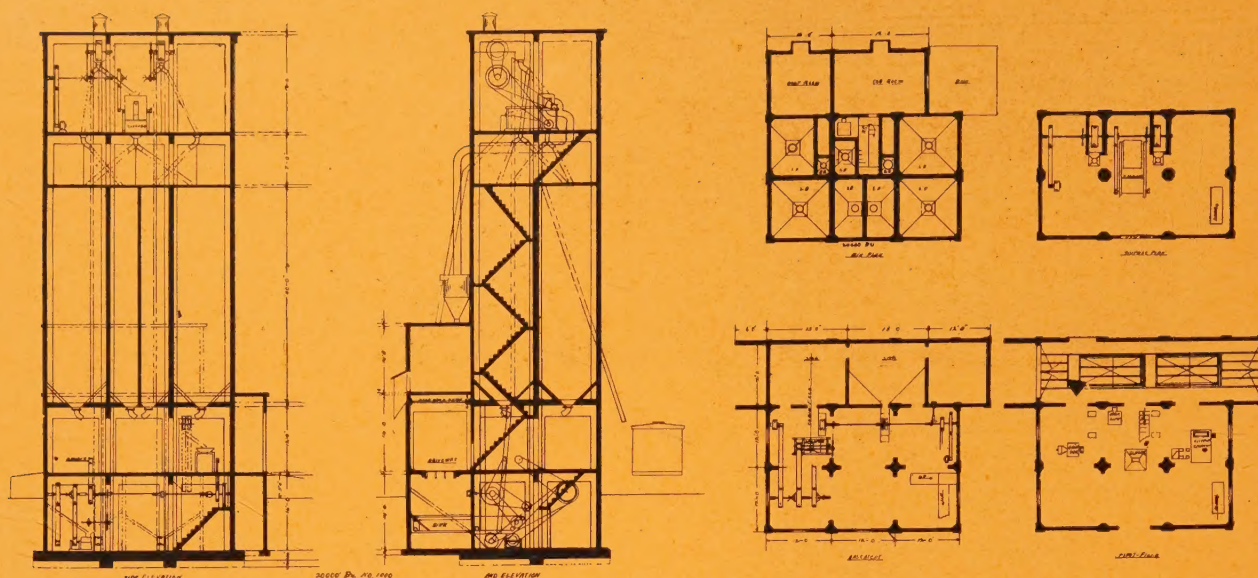
The Student's Opportunity

Because of present day competitive business methods and the close relationship of efficiency to progress and profit in business, every grain dealer should give close study to the advertising pages of his trade paper.

In a concise manner these pages impart a fund of knowledge regarding the grain dealer's selling and buying market that is not found elsewhere. The merits of the central grain markets and of the elevator equipment needed are best told by those who believe in them strong enough to advertise their convictions and the discriminating reader, through a careful study of the advertising pages, can easily form an opinion of just what is best suited to his needs.

Giving close attention to the advertising contained in each number will furnish you with a knowledge which will permit of quick action in an emergency. It would be far more difficult and costly to seek this knowledge after the need arises.

Study the advertising pages, increase your commercial knowledge, and thereby foster progress and prosperity.



—and then the subject of Armco

The marine towers of terminal elevators must be of structural steel to make them light and sided with Armco Ingot Iron to make them lasting. The train sheds of modern terminal elevators are built the same way. Hopper bottoms of concrete tanks built of Armco Ingot Iron withstand the moist conditions in most conveyor tunnels below the bins. Where sulphur treated grain is spouted into screw conveyors below the bleachers you will find the spouting and entire conveyors built of Armco.

In a single year 345 new grain elevators were built, and during the same year 429 were destroyed by fire. But they weren't Armco covered elevators—wherever the cause was lightning, locomotive sparks or outside exposure. In fact, wherever there is exposure to unusually severe conditions reliable builders insist upon Armco Ingot Iron. That it lasts longest under the most severe conditions means it lasts longest under all conditions.



The American Rolling Mill Co.
Middletown - - - Ohio



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.*
Dennis & Co., grain merchants.
England & Co., Inc., Chas., grain, hay.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Johnston Co., Thos., receivers & shippers.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*

BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burns Bros. Grain Corp., grain commission.*
Davis, Inc., A. C., grain.*
Globe Elevator Co., receivers & shippers.
Great Lakes Grain Co., Inc., receiving & forwarding.
Harold, A. W., grain, barley a specialty.
McKillop, Inc., J. G., receivers and shippers.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.*
Seymour-Wood Grain Co., consignments.*
Sunset Grain & Feed Co., grain & feed.*
Tayntor & Shaw, receivers & shippers.
Townsend Ward Co., The, consignments.*
Watkins Grain Co., grain commission.

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.*
Halliday Elevator Co., grain dealers.*
Hastings Co., Samuel, receivers & shippers.*
Hastings-Stout Co., grain merchants.*
Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.*
Murrel Grain Co., Ray, recvrs. and shprs.*
Piper Grain & Mfg. Co., receivers & shippers.

CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.*
Badenoch Co., J. J., grains, millfeeds, concentrates.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.
Carhart Code Harwood Co., grain commission.*
Clement, Curtis & Co., members all exchanges.
Dole & Co., J. H., grain and seeds.*
Gerstenberg & Co., commission merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Holt & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Nash-Wright Grain Co., commission merchants.*
Norris Grain Co., grain merchants.*
Pope & Eckhardt Co., grain and seeds.*
Rang & Co., Henry, grain merchants.*
Rosenbaum Brothers, grain merchants.*
Rosenbaum Grain Corp., commission merchants.*
Rothschild Co., D., receivers and shippers.*
Runsey & Co., grain commission.*
Schiffelin & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*

CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.*
Udike Grain Co., consignments.*

CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, commission merchants.
Cleveland Grain & Mfg. Co., grain merchants.*
DeMolet Grain Co., receivers & shippers.
Early & Daniel Co., grain, hay, feed.*
Scholl Grain Co., receivers & shippers.*

CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain & Milling Co., The, recvrs. & shprs.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*

COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.*

DALLAS, TEX.

Watson Co., H. H., grain, millfeed, hay.

DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*
Harrison, Ward & Co., Grain Belt Elevator.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Denver Elevator, wholesale grain, flour, millfeed.*
Houlton Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
Phelps Grain Co., T. D., wholesale grain.*
Rocky Mountain Grain Co., export and domestic grain.*
Summit Grain Co., wheat, corn, oats, rye, barley.*

DES MOINES, IA.

Board of Trade Members.

Anderson Co., D. L., grain dealers.
Des Moines Elvt. & Gr. Co., oats a specialty.
Lockwood, Lee, broker.
Lake Grain Co., J. C., buyers, sellers all grains.
Taylor & Patton Co., corn and oats.*

DETROIT, MICH.

Board of Trade Members.

Caughey-Jossman Co., grain and field seeds.*
Dumont-Roberts & Co., receivers & shippers.*
Lapham & Co., J. S., grain dealers.*
Lichtenberg & Son, oats, corn, hay, straw.*
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DULUTH, MINN.

Board of Trade Members.

White Grain Co., receivers and shippers.*

EMPORIA, KANS.

Trusler Grain Co., grain merchants.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Carter Grain Co., C. M., grain merchants.*
Dorsey Grain Co., merchants—commission consignments.
Moore-Seaver Gr. Co., recvrs., shprs., consignments.
Mountcastle-Merrill Gr. Co., grain merchants.*
Rosenbaum Grain Corp., grain merchants.
Transit Grain & Com. Co., consignments, brokerage.*
Universal Mills, "Superior" Feeds.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HASTINGS, NEBR.

Kochler-Twidale Elevator Co., grain dealers.*

HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain fd., flr.

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.
Rothschild Co., S., grain, c/s products, rice, b/p.*

INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Weirick, gr. commission & consignments.*
Bingham Grain Co., The, recvrs. & shippers.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.
Hart-Maibucher Co., grain merchants.*
Hayward-Rich Grain Co., grain commission.*
Kinney Grain Co., H. E., recvrs. & shippers.*
National Elevator Co., grain merchts. & comm.
Menzie Grain & Bkg. Co., Carl D., grain merchants.*
Montgomery & Tompkins, receivers & shippers.
Shotwell & Co., Chas. A., grain and scales.
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.*

KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

KANSAS CITY, MO.

Board of Trade Members.

Armour Grain Co., grain merchants.*
Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Davis Grain Co., A. C., grain commission.
Davis-Noland-Merrill Grain Co., grain merchants.
Denton Hart Grain Co., consignments.*
Ernst Davis Grain Co., commissions.*
Lichtig & Co., H., kafir, milo, screenings.
Logan Bros. Grain Co., receivers and shippers.*
Miller Grain Co., S. H., consignments.
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., grain merchants and exporters.*
Rocky Mt. Grain & Com. Co., consignments.
Scoular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.*
Simonds, Shields, Lonsdale Grain Co., grain.*
Thresher Grain Co., R. J., grain commission.*
Wallingford Brothers, grain merchants.*
Watkins Grain Co., consignments.
Western Grain Co., Inc., receivers and shippers.*
Wilser Grain Co., consignments.*

LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.*

LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.
Gordy Co., C. L., grain brok., hay, grain & Mill feed.

LOUISVILLE, KY.

Board of Trade Members.

Pingham-Hewett Grain Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

McKINNEY, TEX.

Reinhardt & Company, wheat, corn, oats, maize.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.*
Buxton, E. E., broker & commission merchant.*
U. S. Feed Co., grain, hay, mill feed.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*
(Continued on next page.)

*Member Grain Dealers National Association.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

MILWAUKEE, WIS.

Chamber of Commerce Members.
Franke Grain Co., The, grain and feed.
Froedtert Grain & Maltng Co., recvrs. and shippers.*
Kamm Co., P. C., grain shippers.*
LaBude Feed & Grain Co., grain, feed, hay.*
Milwaukee Grain Com. Co., recvrs. grain and seed.

MERIDIAN, MISS.

Board of Trade Members.
Threefoot Bros. & Co., whsle. grain, feed, flr., gro.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.
Cargill Commission Co., grain commission.*
Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Hiawatha Grain Co., grain merchants.*
Itasca Elevator Co., grain merchants.*
Malmquist & Co., C. A., receivers & shippers.*
Marfield Grain Co., grain commission.*
Poehler, Wm. A., grain merchant.
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain & feed.
Van Dusen-Harrington Co., grain merchants.*
Zimmerman, Otto A., grain and feed.

NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

NEW ORLEANS, LA.

Board of Trade Members.
Fox Co., C. B., exporters.*

NEW YORK CITY.

Produce Exchange Members.
Jones & Co., M. B., buyers—quote us.*
Therrien, A. F., broker.

OKLAHOMA CITY, OKLA.

Grain Exchange Members.
Jackson, Inc., Paul T., grain merchant.
Marshall Grain Co., grain, feed, seeds.*
Stinnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.*

OMAHA, NEBR.

Grain Exchange Members.
Crowell Elevator Co., receivers, shippers.*
Flanley Grain Co., receivers and shippers.*

OMAHA, NEBR. (Continued).

Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., commission and brokerage.*
Udpike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.*
Luke Grain Co., grain commission.*
McFadden & Co., C. C., grain commission.*
Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Company, receivers and shippers.*

PHILADELPHIA, PA.

Commercial Exchange Members.
Dunworthy Co., Ezl., flour, grain, feed.
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.
Allen & Co., H. S., grain and hay.*
Hardman & Daker, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Rogers & Co., Geo. E., grain and hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.*
Walton Co., Samuel, grain and hay.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.*

ROANOKE, VA.

Albergotti Bros. & Co., grain, feed, hay, flour brokers.*

RICHMOND, VA.

Grain Exchange Members.
Beveridge & Co., S. T., grain, hay, feeds, seeds.
Mayo Milling Co., millers, grain, feed, seeds.*
Morriss & Co., C. F., grain, feed, hay, flour brokers.*
Saginaw Milling Co., jobbers grain, hay, feed, beans.

ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

ST. JOSEPH, MO.

Grain Exchange Members.
A. J. Elevator Co., The, wheat, corn, oats.*
Button-Simmons Grain Co., grain commission.*
Gordon Grain Co., grain commission.*

SAN ANTONIO, TEX.

King, Douglas W., wheat, corn-brok., Texas R. Oats.*

ST. LOUIS, MO.

Merchants Exchange Members.
Dreyer Commission Co., feedingstuffs, grain, seeds.*
Graham & Martin Grain Co., grain commission.*
Hall Grain Co., Marshall, grain merchants.*
Langenberg Bros. Grain Co., grain commission.*
Martin & Knowlton Grain Co., grain merchants.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Turner Grain Co., grain commission.*
Von Rump Grain Co., grain merchants.*

SIOUX CITY, IA.

Board of Trade Members.
Button Co., L. C., grain commission.*
Western Terminal Elevator Co., receivers and shippers.*

SUFFOLK, VA.

Tidewater Brokerage Co., brokers, distributors.

SUPERIOR, NEBR.

Bossemeyer Bros. Terminal Elevator.*

TOLEDO, O.

Produce Exchange Members.
Churchill Grain & Seed Co., field seeds, popcorn.*
De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.*
Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Young Grain Co., grain.

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

WICHITA, KANS.

Board of Trade Members.
Eaker-Evans Grain Co., milling and export wheat.*
Smith-McLinden Grain Co., wheat, corn, kafir, millfeed.*

WICHITA FALLS, TEX.

Mytinger Mlg. & Grain Co., grain, feed, seeds.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., Whlrs. gr. and seeds.

* Member Grain Dealers National Association.

BILL PITTSBURGH!

Route part of your shipment this way and compare results. The Pittsburgh market stands up alongside the leading grain centers and is growing all the time. Every facility is at our disposal for prompt and efficient handling. We stop at no pains to deserve your confidence. Railway connections give Pittsburgh a decided advantage and the best grain experience makes the Pittsburgh Exchange thoroughly representative. We guarantee Quick Returns on every shipment, not only because of Pittsburgh's reputation for hustle, but because the demand is here. This section of the country is on the top-wave of industrial prosperity, and these members of the Grain Exchange are ready to share with you the benefit of good business.

Harper Grain Co.
H. S. Allen & Co.
Geo. E. Rogers & Co.

J. W. Smith & Co.

Samuel Walton Co.
Jesse C. Stewart Co.
R. S. McCague, Ltd.

BUFFALO

is, geographically and from a railroad point of view, the natural destination of shipments of grain from Ohio, Indiana and Eastern Illinois.

All Western Roads converge here, either directly, or through their connections.

All Eastern Roads are available, through Eastern trunk lines and connections.

Its weighing and inspection departments are unexcelled for promptness and efficiency.

Its elevator facilities are vastly superior to those of any market east of Chicago.

All things considered, its charges of all kinds are as low as the lowest, and as good as the best.

Write to any of the firms whose names appear below, for any information you may require.

A. W. Harold

Grain—Barley a Specialty

Anchor Grain Co., Inc.

Grain and Feed

J. G. McKillen, Inc.

Receivers and Shippers

Armour Grain Co.

Grain Merchants

McConnell Grain Corporation

Commission Merchants

A. C. Davis, Inc.

Grain Commission

The Townsend-Ward Co.

Grain Merchandising and Consignments

Seymour-Wood Grain Co.

Consignments

Pratt & Co.

Receivers and Shippers

Sunset Feed & Grain Co., Inc.

Receivers and Shippers

S. M. Ratcliffe

Commission Merchants

Burns Bros. Grain Corp.

Grain Commission

Chamber of Commerce
Members

MINNEAPOLIS

Chamber of Commerce
Members

MARFIELD GRAIN CO.

MINNEAPOLIS, MINN.

Receivers and Shippers

SHEFFIELD ELEVATOR COMPANY

MINNEAPOLIS

GRAIN SHIPPERS

Ask for Samples of Milling Wheat, Feed and
Milling Barley

WRITE FOR QUOTATIONS

Cereal Grading Co.
GRAIN MERCHANTS

We buy, sell, store and ship
all kinds of grain. Get our
offers, or try us with your
consignments.

LIBERAL ADVANCES
Operators of Elevator "R"

Chamber of Commerce
MINNEAPOLIS

CARGILL COMMISSION COMPANY

DULUTH

MINNEAPOLIS

MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

SHIP TO CARGILL

"You can't do better; You might do worse."

CORN -- OATS -- BARLEY -- RYE
For Prompt Shipment in any Quantity

**The VAN DUSEN-
HARRINGTON CO.**

MINNEAPOLIS

DULUTH

Board of Trade
Members

CHICAGO

Board of Trade
Members

Special Wire and Salesman Service

LAMSON BROS. CO.**WHEAT, CORN
OATS, RYE**

166 W. Jackson Blvd. Chicago, Ill.

GERSTENBERG & CO.COMMISSION MERCHANTS
GRAIN and SEEDS

Barley a Specialty

Personal attention given
Sample Orders

309 S. La Salle St. CHICAGO

Traveling Representatives:

Ray Gerstenberg Jack De Courcy

Branch Office:

FT. DODGE, IOWA A. J. MOORE, Mgr.

RUMSEY & COMPANY

COMMISSION MERCHANTS

Board of Trade

Chicago, Illinois

BARTLETT FRAZIER Co. GRAIN MERCHANTSWestern Union Bldg.
CHICAGOEugene Schifflin P. H. Schifflin, Jr. R. E. Andrews
Pres. Treas. Sec.**Philip H. Schifflin & Co.**
(INC.)

GRAIN COMMISSION

515-518 Postal Telegraph Bldg.

Chicago

Branch Offices:

F. F. Munson Champaign, Illinois
R. T. O'Neill Joliet, Illinois
G. N. McReynolds Mason City, Iowa
B. L. Nutting Spencer, Iowa

SHIP US THAT NEXT CAR

E. W. BAILEY & CO.
Commission MerchantsReceivers and Shippers of
GRAIN, SEEDS, PROVISIONS
72 Board of Trade, CHICAGO**Harris, Winthrop & Co.**15 Wall Street, New York
The Rookery, Chicago**GRAIN COMMISSION**

Members of Principal Exchanges

CIPHER CODESWe carry the following cipher codes in stock
and can make prompt delivery.

Universal Grain Code, board cover...	\$1.50
Universal Grain Code, flexible leather	3.00
Robinson's Cipher Code, leather.....	2.25
A. B. C. Code, 5th Edition.....	18.00
Baltimore, Export Cable Code.....	15.00
Companion Cable Code.....	5.00
Miller's Code (1917).....	2.00
Cross Telegraphic Cipher Code.....	2.00

Your name in gilt letters on front cover,
35 cents extra.

For any of the above, address

GRAIN DEALERS JOURNAL

309 So. La Salle St. Chicago, Ill.

CARHART CODE HARWOOD CO.**Grain Commission**

Board of Trade CHICAGO

"Since 1873"

J. J. BADENOCH CO.BUYERS and SHIPPERS of all kinds of
GRAINSMILL FEEDS and CONCENTRATES
CONSIGNMENTS SOLICITED

400 N. UNION AVE. CHICAGO, ILL.

HENRY RANG & CO.

Commission Merchants

CHICAGO MILWAUKEE

Branch Offices

Des Moines, Ia. Algona, Ia. Carroll, Ia.
Sheldon, Ia. Fairmont, Minn.**Rosenbaum Brothers****Grain Merchants**

Board of Trade Chicago, Ill.

Chicago Grain & Salvage Co.
Dealers in**SALVAGE GRAIN**

GRAIN, FEEDS, Etc.

Write or Wire

930 Postal Telegraph Bldg. CHICAGO

Clement Curtis & Co.

The Rookery Bldg., Chicago

Members of all principal Exchanges.
Private wire service to all leading cities
in this country**Clark's Double Indexed Car Register**

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1¾ lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight 2¾ lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

I could not get along without the Grain Dealers Journal.—M. J. Connors, Gilchrist & Co., Lawler, Ia.

Board of Trade
Members

CHICAGO

Board of Trade
Members

WE WANT YOUR BUSINESS
NOT LATER—BUT TODAY
Especially Consignments
GRAINS ALL WAYS
McKENNA & DICKEY
60 Board of Trade, Chicago

NASH-WRIGHT GRAIN CO.

Telephone
Harrison 2379

Commission Merchants

66A Board of Trade Building, CHICAGO

ARMOUR GRAIN COMPANY

GRAIN MERCHANTS

Manufacturers of

ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS
208 So. La Salle Street, Chicago, Ill.

POPE & ECKHARDT CO.
GRAIN and SEEDS
111 W. Jackson St. CHICAGO

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

J. H. DOLE & COMPANY

RECEIVERS AND COMMISSION MERCHANTS

327 South La Salle Street

CHICAGO, ILL.

J. C. SHAFFER GRAIN CO.

Grain Merchants

111 W. Jackson Boulevard
Chicago, Ill.

THE UPDIKE GRAIN COMPANY

"The Reliable Consignment House"

CHICAGO OMAHA KANSAS CITY MILWAUKEE SIOUX FALLS SIOUX CITY

BUYERS AND SELLERS

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

Rosenbaum Grain Corporation

GRAIN MERCHANTS

Private Wires in All Important Markets

Branch Offices—Omaha, Minneapolis, Oklahoma City, Fort Worth, Galveston

HITCH & CARDER

COMMISSION MERCHANTS

Members Chicago Board of Trade

Webster Bldg., 327 So. La Salle St., CHICAGO, ILL.

Tel. Wabash 6584

THE CORN EXCHANGE NATIONAL BANK

of Chicago

Capital and Surplus Fifteen Million Dollars

Officers

ERNEST A. HAMILL, President
CHARLES L. HUTCHINSON, Vice-President
OWEN T. REEVES, JR., Vice-President
J. EDWARD MAASS, Vice-President
NORMAN J. FORD, Vice-President
JAMES G. WAKEFIELD, Vice-President
EDWARD F. SCHOENECK, Cashier
LEWIS E. GARY, Assistant Cashier
JAMES A. WALKER, Assistant Cashier
C. RAY PHILLIPS, Assistant Cashier
FRANK F. SPIEGLER, Assistant Cashier
WILLIAM E. WALKER, Assistant Cashier

Directors

WATSON F. BLAIR,
CHAUNCEY B. BORLAND, Managing
Borland Properties.
EDWARD B. BUTLER, Chairman Board
of Directors Butler Bros.
BENJAMIN CARPENTER, President
Geo. B. Carpenter & Co.
HENRY P. CROWELL, Chairman of
Board Quaker Oats Co.
ERNEST A. HAMILL, President
CHARLES H. HULBURD, President
Elgin National Watch Co.

CHARLES L. HUTCHINSON, Vice-
President

JOHN J. MITCHELL, President of the
Illinois Merchants Trust Co.

MARTIN A. RYERSON

J. HARRY SELZ, President Selz, Schwab
& Company

ROBERT J. THORNE

CHARLES H. WACKER, President
Chicago Heights Land Assn.

Foreign Exchange—Letters of Credit—Cable Transfers

We Have Specialized in Grain Accounts for Forty-five Years

Board of Trade
Members

PEORIA

Board of Trade
Members

C. N. D. QUOTATIONS

We have enlarged upon our old form of recording C. N. D. quotations and now have a new book which, in addition to having spaces for Wheat, Corn and Oats, also has spaces for Rye and Barley.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday.....192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley; have spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9 1/2 x 11 1/4", are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00.

GRAIN DEALERS JOURNAL

305 South LaSalle St. Chicago, Ill.

W. W. Dewey & Sons

COMMISSION MERCHANTS

33-35 Board of Trade
Peoria, Ill.

Turner-Hudnut Company

Receivers GRAIN Shippers

42-47 Board of Trade

P. B. and C. C. Miles

Established - 1875

Incorporated - 1910

Peoria, Illinois

Handling Grain on Commission Our Specialty

DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

The Summit Grain Co.
Receivers and shippers of all kinds of grain.
Offices and elevator, 19th and Navajo Sts. P. O. Box 805.

O. M. Kellogg Grain Co.
Receivers and shippers of all kinds of grain.

T. D. Phelps Grain Co.
Wholesale Grain and Beans.

McCaull-Dinsmore Co.
Grain—Wholesaler and Commission.

Rocky Mountain Grain Co.
Grain Merchants—Export and Domestic.

Houlton Grain Company
Wholesale Grain—Get in touch with us.

The Conley-Ross Grain Co.
Wholesale Grain.

The Ady & Crowe Mercantile Co.
Grain, Hay, Beans.

Denver Elevator
Wholesale Grain, Flour, Mill, Feed and Pinto Beans.
We operate 30 elevators in eastern Colorado.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discontinued by three disinterested members of the Exchange when dockage is not provided for in the contract

Board of Trade
Members

KANSAS CITY

Board of Trade
Members

Handling
Consignments
and Futures
44 Years

B. C. Christopher & Co.

KANSAS CITY, MO.

Buyers and
Shippers Kaffir,
Feterita, Milo
Maize, Mill Feed

Davis-Noland-Merrill Grain Co.

operating Terminal Elevator

Capacity 2,500,000 bushels—Superior service to millers and grain dealers

G. H. DAVIS, President

N. F. NOLAND Vice-President

HAROLD A. MERRILL, Treasurer

M. GUNDELFINGER, Secretary

Consign to
WATKINS GRAIN CO.
KANSAS CITY, MO.
"You'll Be Pleased"

Yes Sir: *Real Service*
We Handle Consignments
S. H. Miller Grain Co.
Kansas City Missouri

SHANNON GRAIN COMPANY
CONSIGNMENTS
201-2 Board of Trade KANSAS CITY, MO.

Rocky Mountain Grain & Com. Co.
Consignments

Simonds-Shields-Lonsdale
Grain Co.
QUALITY and SERVICE
Kansas City, Missouri

A. C. DAVIS GRAIN CO.
Grain Commission
Mill Orders a Specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A

CONSIGN
Ernst-Davis Com. Co.
Kansas City
SPECIAL ATTENTION
GIVEN TO FUTURES

MEMBERS
Kansas City Board of Trade
Chicago Board of Trade
St. Louis Merchants Ex.

WALLINGFORD BROTHERS
Wheat Grain Merchants Kaffi
Corn Consignments Milo
Oats Cane



Buyers—Sellers
WHEAT . CORN
OATS . BARLEY
CONSIGNMENTS
MILL ORDERS

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

Grain Exchange
Members

ST. JOSEPH

Grain Exchange
Members

**We Want Your
Business**
Ask for Our Prices

The A. J. Elevator Company
ST. JOSEPH, MO.

**Hard and Soft Wheat
Corn and Oats**
Write, Wire or Phone Us

GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS
ST. JOSEPH, MO.

Button-Simmons Grain Co.

B-S

BETTER SERVICE
St. Joseph, Mo.

Merchants Exchange
Members

ST. LOUIS

Merchants Exchange
Members

PICKER & BEARDSLEY COM. CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"
GRAIN, HAY, GRASS SEEDS, KAFIR, MILO
125 MERCHANTS EXCHANGE BLDG ST. LOUIS, MO.

Established 1877

Langenberg Bros. Grain Co.
St. Louis New Orleans

Nanson Commission Co. GRAIN, HAY and SEEDS
202 Merchants Exchange Bldg., ST. LOUIS, MO.

Put Your Name

where everyone identified
with the grain trade will
see it and keep it there.

THAT IS IN THE

Grain Dealers Journal
OF CHICAGO

G

MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION
BOUGHT TO ARRIVE
SOLD FOR SHIPMENT
EXPORT

ST. LOUIS
ST. JOSEPH

Produce Exchange
Members

TOLEDO

Produce Exchange
Members

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered
prices. Solicit Consignments of Grain and
Clover Seed. Members Toledo Produce Ex-
change and Chicago Board of Trade.

Clover Seed

International Game, played in Toledo, Ohio.
Providence does dealing. When "Seedy" favor

C. A. KING & CO.

Like Billy Sunday they deal in cash and futures.

There is a great satisfaction in trusting your
CONSIGNMENTS OF GRAIN AND SEED
to a firm you KNOW to be RELIABLE.

H. W. DEVORE & CO.
1887 TOLEDO - OHIO 1923

Grain Shippers

and in fact all grain men who are
wide awake and on the alert to
get onto all the ins and outs of the
grain business, subscribe for and
read the Grain Dealers Journal.


Board of Trade
Members

CAIRO

Board of Trade
Members

CORN

Halliday Elevator Company
GRAIN DEALERS
CAIRO, ILL.

OATS

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal

Chamber of Commerce
Members**BALTIMORE**Chamber of Commerce
Members

Receivers, Shippers, Exporters

H. C. JONES & CO.
BALTIMORE
Grain and Hay
Consignments or Direct Purchases**Baltimore Grain Co.**
Receivers & Exporters
Baltimore Maryland**GILL & FISHER**
Grain Receivers and Shippers
BALTIMORE**Chas. England & Co., Inc.**
GRAIN—HAY—SEEDS
Commission Merchants
308-310 CHAMBER OF COMMERCE
BALTIMOREEstablished 1900
G. A. HAX & CO.
COMMISSION
Grain and Hay
BALTIMORE MARYLAND**Want an Elevator?**Then consult the "Elevators
for Sale" columns in this issue
of the Grain Dealers Journal.**RECEIVERS, SHIPPERS AND BROKERS****RICHARDSON BROS.**
Brokers
Want Offers
Grain - Flour - Mill Feed
Delivered Philadelphia
Either Export or Domestic
The Bourse**CROWELL ELEVATOR COMPANY**
Receivers and Shippers
GRAIN
Consignments Solicited
OMAHA**M. B. JONES & CO.**
Buyers—Quote Us
Produce Exchange, New York, N. Y.CONSIGN
WHEAT - CORN - OATS
—TO—
DUMONT, ROBERTS & CO.
626-8 Murphy Building, Detroit, Mich.**TAYLOR & PATTON CO.**
Terminal elevator capacity
250,000 bushels. Buyers and
shippers of Corn and Oats.
DES MOINES - IOWA**E. I. BAILEY**
CLEVELAND, OHIO
Receiver and Shipper of
Corn, Oats, Mill Feed
Ask for Prices**L. C. BUTTON CO.**
516-511 Grain Exchange SIOUX CITY, IOWA
General Grain and
Commission Business
USE US**SWIFT GRAIN CO.**
Murphy Building
Detroit, Michigan
*Consign or Ask Us for Bid***E. A. Grubbs Grain Co.**
BUYERS—SHIPPERS
Good Milling Wheat
GREENVILLE - OHIO**Des Moines Elevator & Grain Co.**
Terminal Elevator Capacity 700,000 Bu.
We specialize in Oats and High Grade
Corn, Oats sacked for Southern Trade.
HUBBELL BLDG. DES MOINES, IOWA**E. Stockham Grain Co.**
CONSIGNMENTS
Every Car Gets Personal Service
Omaha, Nebr.
WRITE US YOUR OFFERS**MATTHEW D. BENZAQUIN**
GRAIN AND FEED
Brokerage and Commission
DOMESTIC and EXPORT
505 Chamber of Commerce Boston, Mass.**Proof Positive
of Invincible Quality**

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

Pillsbury Flour Mills Co.
New Mill, Buffalo, N. Y.
98 Machines**Quaker Oats Company**
New Mill, Peterboro, Ont.
20 Machines**Baltimore & Ohio Ry. Co.**
New Elevator, Baltimore, Md.
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

*Quality is Inherent in Invincibles***Invincible Grain Cleaner Company**
Silver Creek, N. Y.

Representatives in—

Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.

Why Leading Elevators Use the MORRIS AUTOMATIC GRAIN DRIER

1. Clean, fresh air is used in both the drier and the cooler.
2. Drying and cooling is regulated by *automatically operated gates*, adjusted by a timing mechanism for extracting exactly the required degree of moisture.
3. Clogging is impossible. Anything that can get into the drier at the top will come out at the bottom.
4. All dust is eliminated by the the Morris Dust Collecting System.

Let us show you how the Morris lowers costs and increases profits. *Write today for the facts and the proof.*

Everything for Every Mill and Elevator

EAT
MORE
WHEAT

The Strong-Scott Mfg Co.
Minneapolis Minn. Great Falls Mont.
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



You can avoid "shutdowns" as this miller has

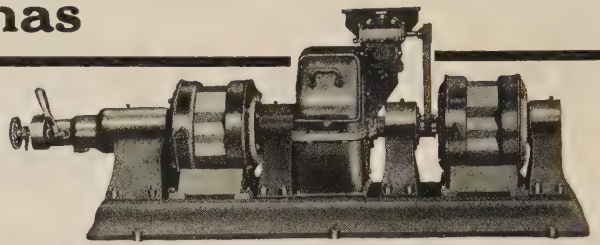
He uses mills that need no trammimg.

"Our MONARCH Attrition Mills are always running and grinding," writes **C. W. Sievert, Arcady Farms Milling Company, Chicago.** He has used a battery of MONARCH Ball Bearing Attrition Mills for 7 years.

MONARCH Mills have set a new standard in grinding feed. Grain elevator operators have no trouble whatever turning out large, steady capacities of "quality" feed with the MONARCH—they are more simple and sturdy in

construction than any other mill. No trammimg device is used on the MONARCH because there is no need of any—it never gets out of tram—**less wear and tear and fewer "shutdowns" with the MONARCH.**

Get in touch with us—and let us put you in touch with millers who have built up a profitable business with the MONARCH. The results that they are getting will show you what you can do.



SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.

GEORGE J. NOTH, Mgr.
Chicago Office: 9 South Clinton St.

H. C. MALSNESS, Mgr.
Kansas City Office: 308 New England Bldg.



THE MONARCH MILL BUILDERS

The Bauer

COSTS LESS PER HOUR

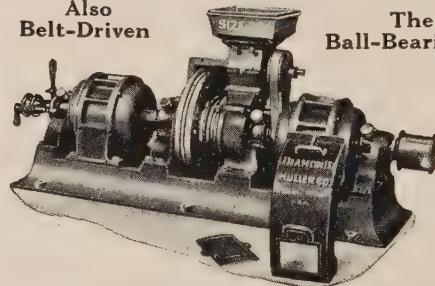
If you are interested in decreased feed grinding costs that mean increased profits, write today.

The Bauer

COSTS LESS PER HOUR

The Bauer Bros. Co.
506 Bauer Bldg.
Springfield, Ohio

Also
Belt-Driven



The Diamond
Ball-Bearing Double Head

**Attrition
Corn and
Feed Mill**

Strength and accuracy, combined with simplicity, are the dominating features of this mill. Over thirty years of experience in the designing and building of successful feed milling equipment. Just a step in advance of other makes in satisfaction to your clientele and profit to you.

The Only Licensed Attrition Mill Built in the WEST.
Diamond Huller Company, Winona, Minn.



SILENT CHAIN DRIVES

Positive as a gear, flexible as a belt, combining the advantages of both without the disadvantages of either.

MORSE CHAIN CO., ITHACA, N. Y.

There is a Morse Engineer near you

Atlanta, Ga.
Baltimore, Md.
Boston, Mass.
Charlotte, N. C.
Chicago, Ill.
Cleveland, Ohio

Denver, Colo.
Detroit, Mich.
Kansas City, Mo.
New York City
Minneapolis, Minn.
Montreal, Que., Can.

Philadelphia, Pa.
Pittsburgh, Pa.
San Francisco, Cal.
St. Louis, Mo.
Toronto, Ont., Can.
Winnipeg, Man., Can.

2060-30

Cover's Dust Protector
Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



AGRICULTURAL GYPSUM

Start to Sell it!

Write today for information detailing its value in clover fields, in poultry houses, barns, and in the control of insects and potato scab.

THE GYPSUM INDUSTRIES
Dept. 94 844 Rush St., Chicago, Ill.

Read the Advertising pages.
They contain many stories of interest.
The *Grain Dealers Journal* presents only reputable concerns.

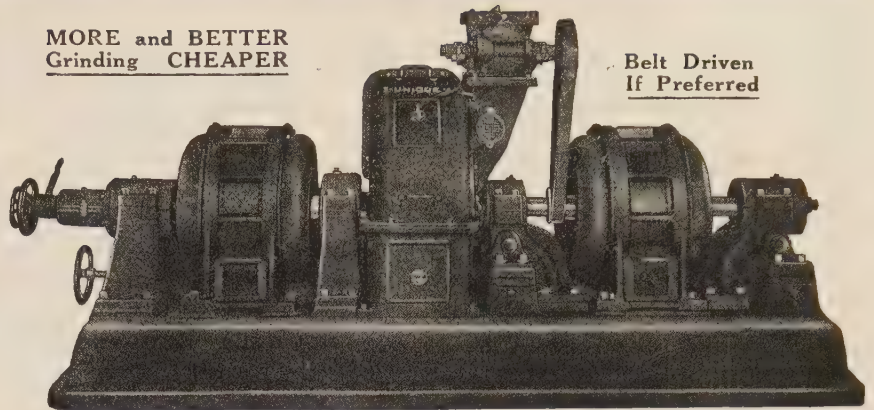
Will you continue to allow the profits of your elevator to dwindle during the slack season?

Or do you favor a proven source of income that carries all overhead expenses and ADDS TO the profits of your regular elevator business?

Many elevator managers have solved the problem of the slack season through the addition of a feed grinding business which has proven successful and highly profitable through the efficiency of the

**MORE and BETTER
Grinding CHEAPER**

**Belt Driven
If Preferred**



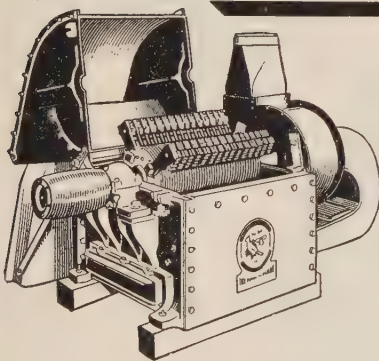
UNIQUE BALL BEARING ATTRITION MILL

You, too, can establish a successful feed grinding business in your community. Your patrons have accepted your elevator as a natural market for their grain and they will also accept it as a natural source of obtaining feeds for their stock. Then there are the cattle and poultry raisers in your immediate community and in the surrounding communities who continually need feeds, and whose patronage will mean a substantial profit for you.

May we give you complete description of the UNIQUE Ball Bearing Attrition Mill—the mill that has proven to produce “MORE and BETTER Grinding CHEAPER?”

ASK FOR CATALOG No. 12—TODAY

ROBINSON MFG. CO., P. O. Box 411, MUNCY, PA.
CHICAGO OFFICE, 516 F. C. AUSTIN BLDG.



“JAY-BEE”

The Mill with the
Trouble Left Out

At last! A mill without burrs, knives, rollers or gears to break, wear out or give trouble. A mill that is not damaged by bolts, nuts, stones or other foreign material. The hammers do the work.

500,000,000 Lbs. Crushing Force

In every minute of operation, the “Jay Bee” has a crushing force of 500,000,000 pounds, every pound of which is used in pulverizing the material. Over 3,000 pounds behind every hammer at every revolution. This is why the “Jay Bee” grinds finer, faster and with less power than any other grinding process—and no repair bills to eat up your profits.

Write TODAY for Catalog

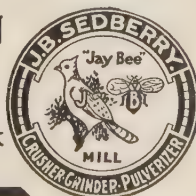
Write today for interesting book and information on custom grinding profits. FREE upon request.

THE BOSSERT CORPORATION

325 East Road

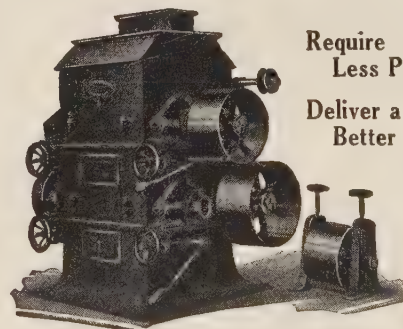
Utica

New York



E H R S A M

One, Two and Three Pair High
Feed Mills



Require
Less Power
Deliver a
Better Product

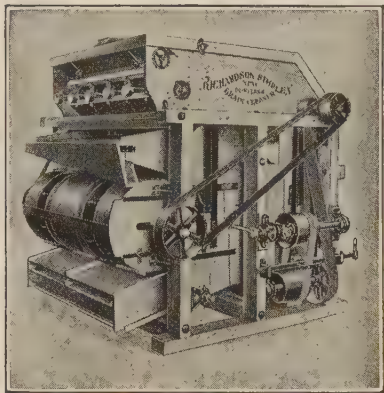
Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

Send for Bulletin No. 20

The J. B. Ehrsam & Sons Mfg. Co.

Enterprise, Kansas

The Big Profit in the Grain Business is



THE SIMPLEX
Cleaner and Separator

in cleaning your wheat and flax thoroughly and without wasting good grain, thus saving the dockage for sale at home and also the freight on it to the terminal point.

Get Our Proposition

No cash required. You pay for the cleaner out of the profit the cleaner makes for you. Write for particulars.

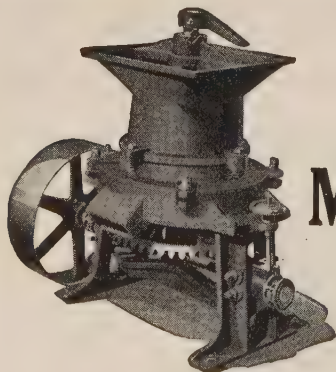
The Simplex Cleaner Is

The only dustless cleaner on the market, and is guaranteed to be the best constructed, most efficient, most adaptable and largest capacity cleaner built, barring none.

A Masterpiece that Will Outlast All Other Cleaners, and Will Stand Up Under the Most Severe and Continuous Usage.

Has Ten Special Features Not to Be Had on Any Other Cleaner.

Richardson Grain Separator Company
Minneapolis, Minnesota Winnipeg, Canada



MAKE MORE MONEY

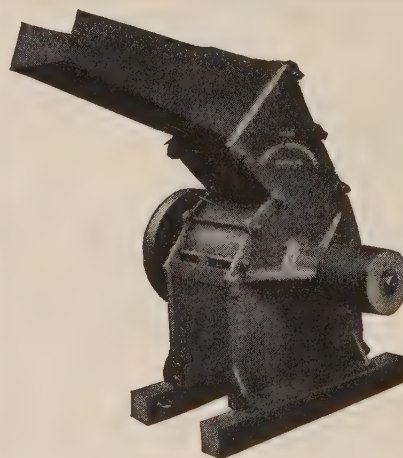
Use the right kind of equipment. When you install a Corn Cob Crusher be sure it's a

TRIUMPH

It turns out a product of uniform fineness. It lasts a generation, at least. It works any time—and costs very little.

Your copy of the illustrated bulletin is ready. Send for it now.

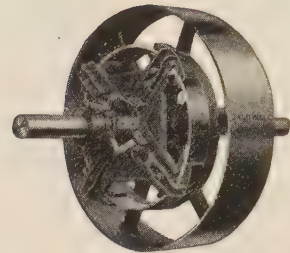
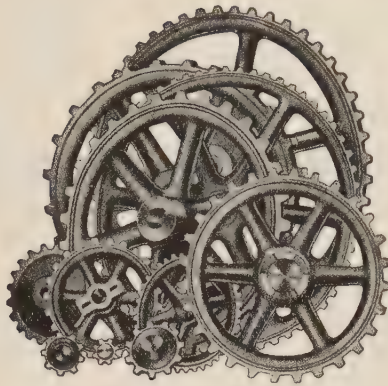
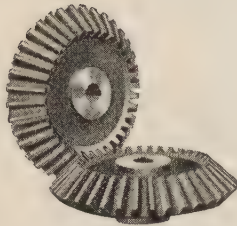
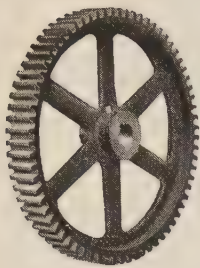
THE C.O. BARTLETT & SNOW CO.
Main Office and Works: Cleveland, Ohio.



The "Whirl Beater"

A new Gruendler Grinder. A 100% mill, the best custom feed grinder on the market. Grinds oats to a fineness that cannot be obtained on any other feed mill. Its product is absolutely uniform and sells at a premium. Requires less power. Ball-bearing throughout. Unbreakable—easily adjusted. Write for details of Free Trial offer. Ask for Bulletin No. 175.

Gruendler Patent Crusher & Pulverizer Co.
928 N. Main St. St. Louis, Mo.



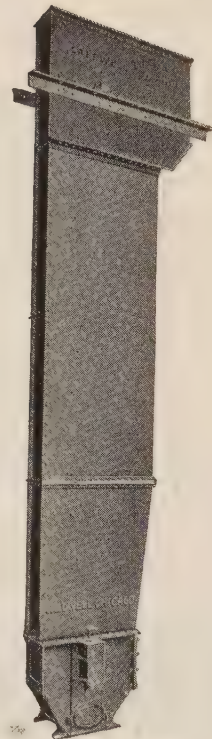
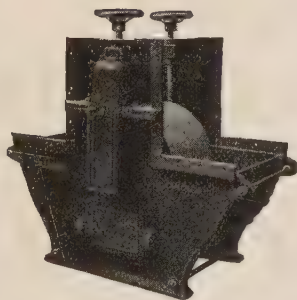
CALDWELL CONVEYOR ACCESSORIES

Insure the continuous working of your Elevating, Conveying and Power Transmission Machinery, by keeping spare parts constantly on hand.

Be prepared for increased business by having all your equipment up to its most efficient working order. Replace that bucket or chain—now. Make that extension to your plant—now!

C-3

H. W. CALDWELL & SON CO.
LINK-BELT COMPANY, OWNER



PHILADELPHIA

New York . . . 299 Broadway
Boston 9 . . . 49 Federal St.
Pittsburgh . . . 1501 Park Bldg.
St. Louis . . . Central National Bank Bldg.
Buffalo . . . 547 Ellicott Square
Wilkes-Barre . . . 2nd National Bank Bldg.
Huntington, W. Va. . . Robson-Frithard Bldg.
H. W. CALDWELL & SON CO., CHICAGO, 17th and Western Ave.,

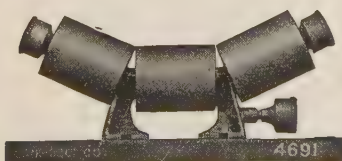
CHICAGO

Cleveland . . . 429 Kirby Bldg.
Detroit . . . 4210 Woodward Ave.
Kansas City, Mo. . . 806 Elmhurst Bldg.
Seattle . . . 820 First Ave. S.
Portland, Ore. . . First and Stark Sts.
San Francisco . . . 168 Second St.
Los Angeles . . . 163 N. Los Angeles St.
NEW YORK, 299 Broadway,

INDIANAPOLIS

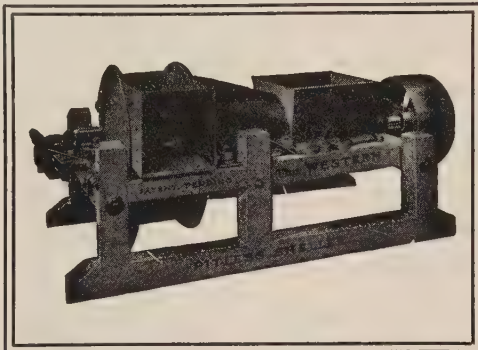
Denver . . . Lindrooth, Shubart & Co., Boston Bldg.
Louisville, Ky. . . Frederick Wehle, Starks Bldg.
New Orleans . . . C. O. Hinz, 504 Carondelet Bldg.
New Orleans . . . Whitney Supply Co. Ltd, 418 S. Peters St.
Birmingham, Ala. . . S. L. Morrow, 720 Brown-Marx Bldg.
In Canada, Canadian Link-Belt Co., Ltd., Toronto & Montreal
DALLAS, TEXAS, 709 Main St.

CALDWELL

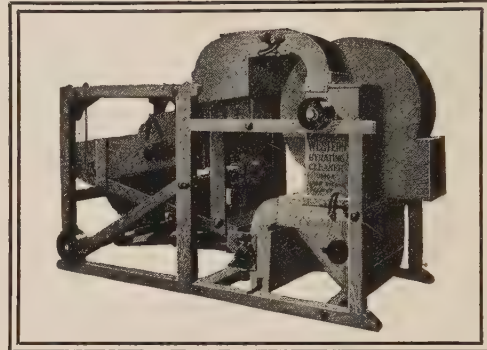


NO ADVANCE IN PRICES

WESTERN LINE GRAIN ELEVATOR MACHINERY Shellers and Cleaners

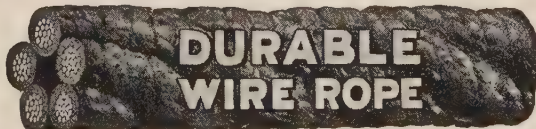


PITLESS SHELLER



GYRATING CLEANER

UNION IRON WORKS - DECATUR, ILL.



**THE MARLINE SERVED ROPE
DEPENDABLE DURABILITY**

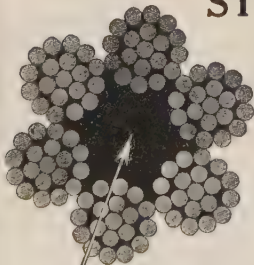
For

Power Grain Shovels
Spout Hoists
Car Pullers

Jack Ropes
Pile Drivers
Elevators

Jupiter Transmission Drives

ROEBLING BLUE CENTER STEEL ROPE



Special constructions for special purposes

Unexcelled for car pullers or other severe work

John A. Roebling's Sons Company

165 West Lake Street Chicago, Illinois

Mills at Roebling and Trenton, New Jersey

Roebling Wire Rope the standard for every purpose

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

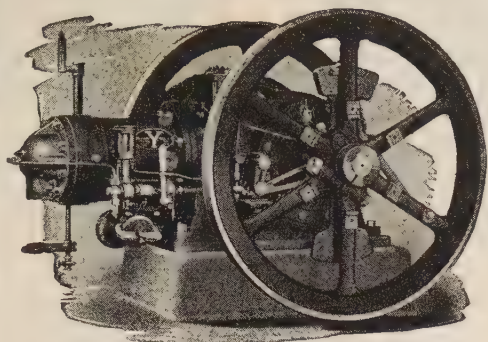
Account Books	Grain Tables
Attrition Mill	Lightning Rods
Bag Closing Machine	Magnetic Separator
Bags and Burlap	Manlift
Bearings { Roller	Moisture Tester
{ Ball	Mustard Seed Separator
Belting	Oat Bleachers and Purifiers
Bin Thermometer	Oat Clipper
Boots	Oat Crusher
Buckets	Pneumatic Conveying Equipment
Car Liners	Portable Elevator
Car Loader	{ Oil Engine
Car Mover	{ Gas Engine
Car Puller	{ Motors
Car Seals	Power Shovel
Cleaner	Radio Equipment
Clover Huller	Railroad Claim Books
Coal Conveyor	Renewable Fuse
Corn Cracker	Sample Envelopes
Conveying Machinery	Scales
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
Dust Collector	Sheller
Dust Protector	Siding-Roofing { Asbestos
Elevator Brushes	{ Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Speed Reduction Gears
Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

Ten Hours' Milling Work for \$2.00



Made in sizes from 10 to 300 h. p.
Use low priced fuel oils



Fairbanks, Morse & Co.
Gentlemen:-

We have been using a type "Y" engine for four years and must say that we are more favorably impressed with its value each day. This engine is 20 H.P. and we pull a 25 bbl. Midget flour mill with all the necessary cleaning machinery and a 36 in. buhr corn mill, or the flour mill and cleaners with our feed mill. We can run 10 hrs. for about \$2.00 and does not require any attention; we have not spent over \$10.00 for repairs and part of that was caused by our carelessness.

This engine is a great thing to keep down overhead expenses which is to us the most important thing during these days of readjustment, or in fact any other times if one would make money.

We cannot say too much for this oil engine for we think it is the greatest thing on the market for power.

Yours very truly,

Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO

Purchase and Sale Contracts

is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his Purchases and Sales and determine almost instantly, whether he is long or short.

Separate pages are devoted to each kind of grain, thus simplifying the recording of each contract. This form covers facing pages, the left hand pages being devoted to a record of contracts for—Purchased, under which the following information is entered: "Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks."

The right hand pages provide spaces for a record of contracts for—Sold as follows: "Date, To Whom, Bushels, Grade, Shipment, Price, By Whom, How and Remarks."

Do not attempt to do business without keeping this record. It requires only a few minutes work each day and may prevent large losses with the present unstable conditions of the market.

The book contains 100 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in full tan canvas.

Order Form 18 P & S, price \$3.00 per copy

GRAIN DEALERS JOURNAL
315 South La Salle St. Chicago, Ill.

A PAYING COMBINATION

Not only do American High Speed Chains save valuable floor space, but they silently transmit 98%+ of the power applied—day after day, year after year.

One of our engineers is waiting to help solve your difficult transmission problems. Just write for him.

AMERICAN
HIGH SPEED CHAIN CO.
INDIANAPOLIS, U. S. A.

The Salt Without A Fault



Your trade would be pleased with MYLES LOUISIANA PURE SALT. Does not contain any organic matter or foreign substance and is clean and white.

99.84% Pure

The Best Salt for all live stock and farm purposes. Medium grade guaranteed not to cake or harden under atmospheric or climatic conditions. MYLES FINE FARMERS SALT can be used for any purpose Salt is used on the farm.

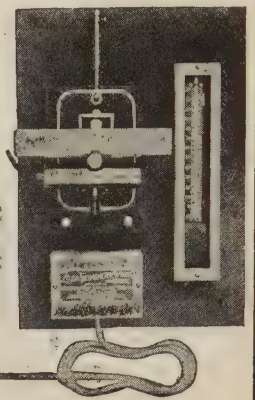
Mixed cars in all grades. Bulk, barrels, bags, blocks and bricks. Table, Medium and Fine, also coarse grades of Rock Salt.

Send us your requirements for your next carload and we will quote you prices.

Higbie Salt Company

Distributors

111 W. Washington St. Chicago, Illinois



The "ZELENY" Protects Your Grain

*A Few
Zeleeny
Installations*

Cargill Grain Co.
Pillsbury Flour
Mills
Bartlett Frazier
Co.
Updike Grain
Co.
Armour Grain
Co.
Larabee Flour
Mills
New Orleans
Public
Elevator
Maney Milling
Co.
Buckeye Cotton
Oil Co.
Red Star Milling
Co.

It is a simple device for testing the condition of grain stored in bins or tanks by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Western Fire Appliance Works
542 S. Dearborn St. CHICAGO

MOHAWK



RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.

301 W. Randolph St.

CHICAGO

New York, Boston, Philadelphia, San Francisco Seattle



To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

Cyclone Blow Pipe Co.

2542-52 W. 21st St.

Chicago, Ill.

Armour Grain Co.
Chicago
Northrup-King Co.
Minneapolis
Quaker Oats Co., 5
Platts
B. & O. Elevator.
Baltimore
J. C. Hunt Grain Co.
Wichita Falls, Tex.
Santa Fe Elevators
Kansas City
Capitol Elevator.
Culuth

Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

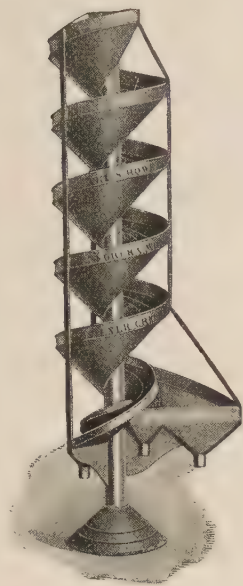
The book is 9½x12 inches, 200 pages, 20 lines to each page, giving room for recording 4,000 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price, \$3.00

GRAIN DEALERS JOURNAL

309 South La Salle St., CHICAGO, ILL.

Conceded to be the most ingenious thing ever invented for



SEPARATING VETCH FROM RYE

Automatic
No Moving Parts

Operates on the
Gravity Principle

Self-Acting
Requires No Power

Actually pays for itself
in a few weeks.

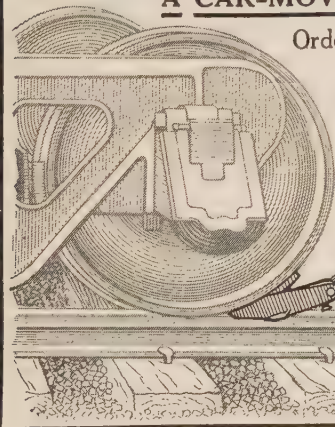
We'll test your samples and show you something interesting



S. Howes Co., Inc.
SILVER CREEK, N. Y.



A CAR-MOVER WITH THE "PUSH"



Order one on 30 days' FREE
TRIAL. Freight both
ways paid by us if you
don't find it worth
the price and
then some.

Get
it from
your dealer

The New Badger
ADVANCE
Car-Mover Co.
Appleton, Wis

*Look for the word
"New Badger"--it
identifies our product*

The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manu-
facturing have proven satisfactory in every
installation.

Some Points of Merit:

Automatic Traveling Brushes under screens
Standard Blast Control, a departure from
the ordinary
Force Feed Hopper
Suction Fan Dust Collector
Ring Oiler Bearings on Fan
Counter Balanced Shoe
Scalper Screen
Very light running.

*Let us explain more fully by
sending our catalog.*

The Burch Plow Works Co.
Crestline, Ohio

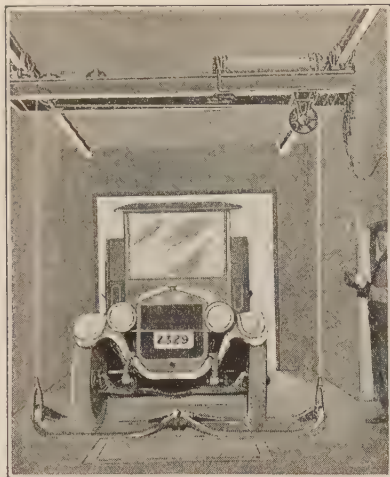
Record of Cars Shipped

This double page form is designed especially for country ship-
pers in keeping a complete record of each car of grain shipped
from any station or to any firm, may be kept by themselves
under the following column headings: Date Sold, Date Ship-
ped, Car No., Initials, To Whom Sold, Destination, Grain,
Grade Sold, Their Inspection, Discount, Amount Freight, Our
Weight, Bushels, Destination Bushels, Over, Short, Price
Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of edger
paper 29 lines to each page, and has spaces for recording the
foregoing facts regarding 2320 carloads. It is well bound in
strong boards with leather back and corners

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL
309 S. La Salle Street, CHICAGO, ILL.



Stone's Vehicle Dump

The DUMP that moves and dumps into any number of sinks desired.

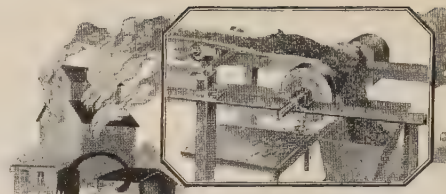
Dumps any make of auto or wagon. You can drive onto DUMP from either end of driveway. No holes to cut in driveway floor except those to dump grain in.

All parts on driveway floor. No pits to dig or special floors to build. Rapid in operation. Will hold in suspension at any point.

Lowest Cost as We Furnish a Complete Dump

Complete information and cost of this dump is given in illustrated booklet which will be sent on request. Patented and manufactured by

R. C. Stone Engineering Company
320 Merchants Exchange Bldg. St. Louis, Mo.
Designers and Builders of Mills, Elevators, Warehouses and similar structures



Stop tramp iron before tramp iron stops you

TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

DINGS MAGNETIC SEPARATOR CO.
642 Smith Street, Milwaukee

with
Dings
Magnetic Separators
"High Intensity"

The efficiency, convenience and economy of the Hall Signaling Non-Mixing Distributor



is well known everywhere, but its durability is yet to be determined. Distributors sold over fifteen years ago, are as good today as they were when sent out by us.

HALL SPECIAL (Elevator Leg)

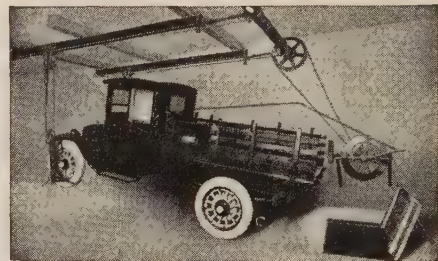
We presume you wish to reduce expenses in your elevator if possible.

HERE'S HOW!

Install a Hall Special elevator leg which will elevate your grain, without a choke or mix, in half the time it was elevated with the old system; and utilize every inch of bin space. The Distributor alone pays for itself sometimes in a day, and lasts a lifetime.

Write us for particulars and our catalogues.

HALL DISTRIBUTOR CO., 1913 Harney St., OMAHA, NEB.



The McMillin Wagon and Truck Dump

Requires very small amount of power.

Simple to operate.

Can be operated by hand.

Few, if any, changes required in driveway for installing.

Smooth running.

All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information
Address

L. J. McMILLIN
525 Board of Trade Building
Indianapolis, Ind.

Receiving and Stock Book

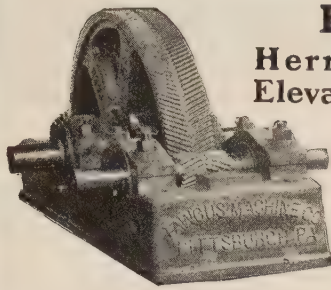
Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$2.75.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

Do It Now

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in
maintenance and operating
costs.

Gears enclosed in dust
proof and oil tight cases with
roller bearings.

Efficient - Durable - Compact

FAWCUS MACHINE COMPANY
Pittsburgh, Penn.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a
car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY
Appleton, Wisconsin

Corrugated Sheets

We specialize in corru-
gated sheets for roofing
and siding; also sheet
metal work for elevators.
Immediate shipment
from Chicago.

The Sykes Company

2270 W. 58th Street
CHICAGO

Speed Production!

Have a careful estimate made of the TOTAL time
and energy taken each day by your employees run-
ning up and down stairs. You'll be surprised at the
amount, in dollars and cents, such a total repre-
sents. Save that waste and speed up production by
installing the

Humphrey Elevator

**A Safety Belt Employees'
Carrier**

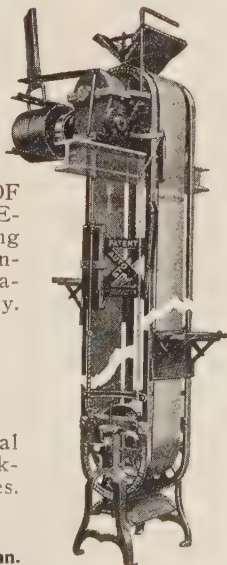
Used by HUNDREDS OF
LEADING MILLS AND ELE-
VATORS. 36 years of building
and improving have made it un-
excelled for economical opera-
tion, safety and dependability.
Note these features:

Compact driving mechanism
running in oil bath; electric
silent chain drive; Humphrey
Patented Automatic Safety
Stop; quick, easy control.

Send for reliable data on actual
savings that Humphreys are mak-
ing in plants of various capacities.

Humphrey Elevator Co.
1129 Division St. Faribault, Minn.

There is ONLY ONE GENUINE Humphrey Elevator



Dust Collectors



alone do
not prevent
explosions
in Eleva-
tors, but

DAY

Dust Col-
lecting Sys-
tems do
when prop-
erly in-
stalled.

The Day Company

1006 Lyndale Avenue N.

Minneapolis, Minn.

GRAIN ELEVATOR BUILDERS

For Concrete or Wood

**Grain Elevators
Feed Plants
Corn Plants
Coal Elevators**

YOUNGLOVE CONSTRUCTION CO.
Sioux City, Iowa
30 Years of Practical Experience

FEED SYSTEM ENGINEERING

Feed Plant Designing
and Equipping

Feed Formulas and Manufacturing
Methods

S. T. EDWARDS & CO.
110 S. Dearborn St. CHICAGO

Let The Star Engineering Company

design your new Elevator, or do
your remodeling, and you will
own a plant that is up-to-date
in every particular. Our Engi-
neering Department is at your
service.

Write or Wire Us
Wichita, Kansas

THE GEER CO.

Designers--Builders

Elevators--Coal Pockets
Flour Mills
Grand Island, Nebraska

Decatur Construction Co.
ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
760-762 Gushard Building
DECATUR ILLINOIS

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

A. F. ROBERTS
ELEVATORS
ERECTS CORN MILLS
WAREHOUSES
FURNISHES PLANS
ESTIMATES
MACHINERY
SABETHA KANSAS

GEO. A. SAATHOFF
CONTRACTOR and
ELEVATOR BUILDER

Mayer Hotel Peoria, Illinois

D. F. HOAG & CO.
Designers and Constructors of
GRAIN ELEVATORS
Corn Exchange, Minneapolis

Eikenberry Construction Co.
BLOOMINGTON, ILL.
We make a specialty of Designing
and Building
GRAIN ELEVATORS

BIRCHARD
CONSTRUCTION CO.
CONTRACTORS GRAIN ELEVATORS
Mills and Warehouses
Especially Designed for Economy
of Operation and Maintenance
704 Terminal Bldg. LINCOLN, NEB.

JAS. H. BROWN CO.
R. J. Keehn, Supervising Engineer
Minneapolis, Minn.
Designers and Constructors
Grain Elevators Flour Mills
All Materials
We Also Do Repair Work

W. C. Bailey & Son
Contractors and Builders of
Mills, Elevators and Warehouses

We can furnish and install
equipment in old or new ele-
vators guaranteeing greater
capacity with less power
and positive non-chokable leg.

Cooper Bldg. Sunderland Bldg.
DENVER, COLO. OMAHA, NEB.

JONES-HETTELSATER CONST. CO.
Designers and Builders of
GRAIN ELEVATORS and FLOUR MILLS
706 Mutual Bldg., Kansas City, Mo.

The Spencer Construction Company
Grain Storage Tanks
Mill Buildings
Warehouses
GarrettBldg. Baltimore, Md.

EFFICIENT ERECTING CO.

We make plans and build up-to-date
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG
386 120th Place, Blue Island, Ill.

P. F. McALLISTER CO.
ENGINEERS AND CONTRACTORS
Grain Elevators, Driers, Coal Chutes
Wood or Concrete
BLOOMINGTON, ILL.

FOR
Concrete Elevators
Townsend B. Smith

Designer and Builder

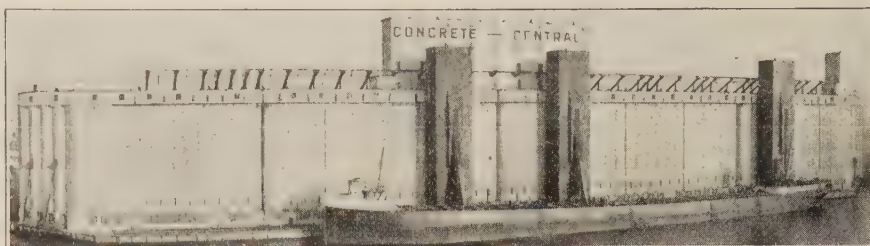
Decatur, Ill.

BOGESS CONSTRUCTION CO.
29 Gebhardt Block DECATUR, ILL.
Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
plant fills the individual needs

*For whatever you wish to know
about equipment or supplies used
in or about a grain elevator ask the*
Information Bureau
Grain Dealers Journal Chicago, Ill

Chicago, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N. Y.

First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

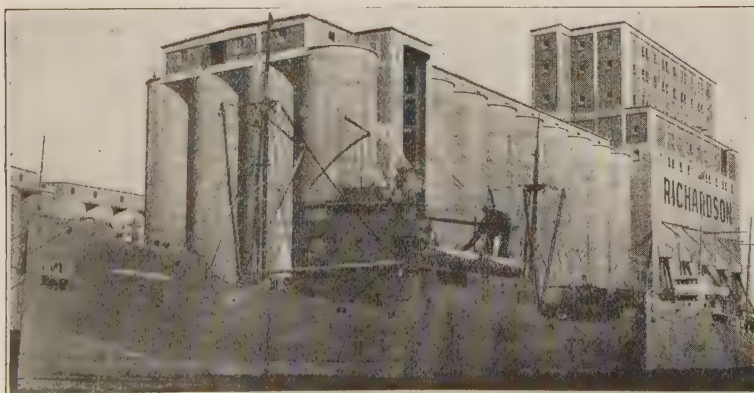
*Every day in every way we are designing and building better and better Grain Elevators.
We have built for many of your friends—Eventually we will build for you.
Why not now?*

James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS

In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
1210 Fisher Building, Chicago, Ill.



One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.
The Saskatchewan Co-operative Elevator Co., Limited.
The Grain Growers' Grain Company, Limited.

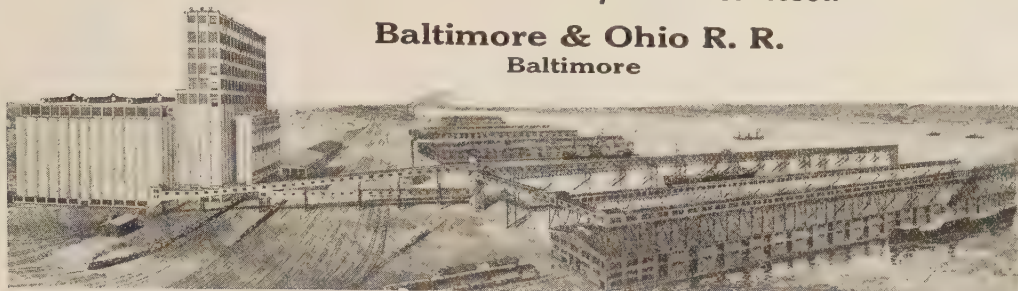
**THE BARNETT-McQUEEN
COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William, Ont., Duluth, Minn. Minneapolis, Minn.

"A 1923 model that speaks for itself"

Baltimore & Ohio R. R.
Baltimore



John S. Metcalf Co.
Grain Elevator Engineers

108 S. La Salle Street
Chicago, Ill.
54 St. Francois Xavier
Street
Montreal, Que.
also at
Melbourne,
Australia
Buenos Aires,
Argentina
Vancouver, B. C.
London,
England



Western Terminal Elevator
Ft. William, Ont.
Now Under Construction

Fegles Construction Co., Ltd.
Ft. William, Ont. Minneapolis, Minn.
Engineers and Constructors

BALLINGER CONSTRUCTION CO.
BLOOMINGTON, ILL.
Designers and Builders
GRAIN ELEVATORS — FLOUR MILLS
WOOD or CONCRETE

GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

Charles L. Pillsbury Co.
Engineers
Minneapolis—St. Paul

Want a Job?—Advertise in the Situation Wanted columns of the Grain Dealers Journal

Clean and Load in One Operation

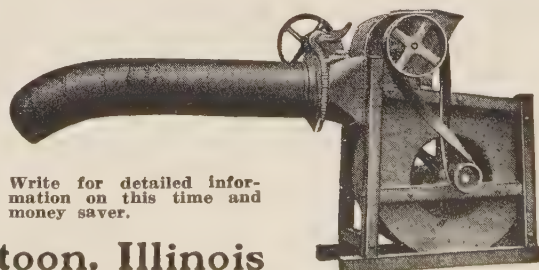
To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grade possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The Combined Grain Cleaner and Pneumatic Car Loader

It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Mattoon Grain Conveyor Co., Mattoon, Illinois



Write for detailed information on this time and money saver.



A cyclone in the true sense of the word has force of air without any back draft.

The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

The Knickerbocker Co.
Jackson, Mich.

Grain Receiving Ledger

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its numbered pages of linen ledger paper, size, $8\frac{1}{2} \times 13\frac{1}{2}$ inches, is ruled for 42 wagon loads. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with keratol back and corners.

Form 43—200 pages, \$3.25

Form 43XX—400 pages, \$5.50

Grain Dealers Journal
309 So. La Salle St., CHICAGO, ILL.

CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"I am sure to express my appreciation of the long-lasting, trouble-proof H. Weber. Have used a No. 4 ten years & it has less than One Dollar per year for repairs." R. W. Watt, Jacobsville, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.

BAD ORDER CARS cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected. **KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners. **WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

The Kennedy Car Liner & Bag Co.
Shelbyville, Indiana
Canadian Factory at Woodstock, Ontario

You Can Sell Your Elevator

by advertising directly to people who want to buy, by using a

Grain Dealers Journal
Want Ad.

Scale Ticket Copying Book

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weighers Signature. Size $9\frac{1}{2} \times 11$ inches. Printed on good paper, 5 sheets of carbon. Order Form No. 73. **PRICE \$1.50; weight 2 lbs.**

Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

10,000 SHIPPERS
Are now using

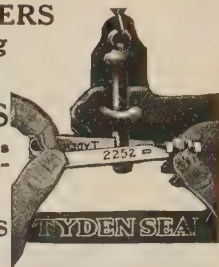
TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.
Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., Chicago, Ill.



—First in Enterprise!
—First in Advertising!
—First in Circulation!
—First in News!

The Grain Dealers Journal

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912.

Of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for Oct. 1, 1923. State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared Charles S. Clark who, having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Grain Dealers Journal, Incorporated, Chicago, Ill.

Editor, R. R. Rossing, Chicago, Ill.

Managing Editor, Charles S. Clark.

Business manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):

Charles S. Clark, 309 South La Salle St., Chicago.

John Morrell, Elmhurst, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (if there are none, so state):

None issued.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK.

(Signature of business manager.)

Sworn to and subscribed before me this 21st day of September, 1923.

JOHN A. AITKINS,

(SEAL)

Notary Public.

(My commission expires Nov. 29, 1924.)

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

EASTERN NEBRASKA terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

EVERY ADVERTISER who has once used our columns invariably finds our pages then and at a later date of service.

CENTRAL INDIANA—50,000 bushel elevator for sale. One of the best in the state. Will give liberal terms. Address 51T5 Grain Dealers Journal, Chicago, Illinois.

NORTHWEST MISSOURI—Combined elevator, chick feed and feed mill. Fine plant. Steam and electric power. Good town. Address Roy Wolfers, Hopkins, Missouri.

CENTRAL INDIANA—One of the best elevators in Central Indiana for sale. Reasonable terms. Address H. M. Northrup, 959 Walnut Avenue, Frankfort, Indiana.

EASTERN MISSOURI elevator for sale, on Wabash R. R. near St. Louis. Good retail trade, all kinds feeds, coal, wood yard, seeds, etc. Address A. E. Klingenberg, Truesdale, Mo.

NORTHWEST MISSOURI elevator and coal business for sale. 5,000 bushel house. Price \$4,500.00; \$2,500.00 cash and balance to suit. Good chance for other side lines. Address 51T18 Grain Dealers Journal, Chicago, Ill.

CENTRAL IOWA elevator handling 200,000 to 250,000 bushels for sale, located in best grain section of Central Iowa. Elevator on deeded land; modern home also goes with it. Reason for selling death in family. Address 51U25 Grain Dealers Journal, Chicago, Illinois.

NORTH CENTRAL ILLINOIS—One of the best grain and lumber points in north central Illinois, located in Stark County, for sale. Has been under one management for practically a quarter of a century. Has two elevators and one lumber yard. Will sell half or entire interest. Address P. O. Box 54, Galesburg, Ill.

ILLINOIS—Good 10,000 bushel elevator and feed mill, hay, flour, feed, bale ties and coal business. Feed house 30x60-ft.; coal house 30x40-ft.; 1,500 bu. granary and barn on private land. Elevator and feed house on Big 4 R. R.; coal house on B. & O. R. R. No competition, price \$6,000, easy terms. Address Box 143, Tower Hill, Illinois.

NORTHERN OHIO—Bargain for quick sale. Well equipped elevator; 6 cars grain storage. 5 cars feed; excellent business location in center of farming and dairying community. Paved roads, 6 mi. to nearest competition. Doing \$75,000 business can be increased to \$100,000. Will lease 1-5 years option to buy or sell on terms. Other business reason for selling. Address 51V11 Grain Dealers Journal, Chicago.

OKLAHOMA—12,000 bushel elevator with 400 ft. good trackage on Rock Island; good coal and feed business in new oil field with average daily cash sales of \$500.00 for the past six months. Good grain point; 12 good merchants on flour jobbing list. One good competitor. Would sell 200-ft. trackage separate. For particulars address P. J. Messer, Mgr. Farmers Co-op. Grain & Elevator Company, Sayre, Oklahoma.

ELEVATORS FOR SALE.

IOWA—Six elevators for sale. Doing a nice business. For particulars address 51U29 Grain Dealers Journal, Chicago, Ill.

EASTERN NEBRASKA elevator for sale. 25,000 bus. capacity. Fine corn prospects. Address 51S6, Grain Dealers Journal, Chicago.

OKLAHOMA elevator for sale; 10,000 bushel house, cheap; good town; price right for quick sale. Address 51P18 Grain Dealers Journal, Chicago, Illinois.

WISCONSIN—Up-to-date grain elevator and flour and feed house for sale or rent. Write Emil Hauterbrook, 1272 Walnut Street, Green Bay, Wisconsin.

ILLINOIS—Elevator with grist mill for sale, doing good business in town of 2,000; good schools and churches. No competition, good reason for selling. Address 411 Darcy Building, Joliet, Illinois.

NORTHEAST INDIANA—New 10,000 bushel capacity elevator for sale. Steel covered, modern equipped. Well located in good grain territory on the New York Central R. R. No competition; will sell account of health. For particulars address J. H. Knauer, Corunna, Ind.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

OHIO—Elevator, feed rooms and large cribs for sale; on private grounds on switch from Big 4 and Pennsylvania lines; 15,000 bushels capacity, splendid grain country. Good machinery in running order. Price and terms to sell. Address 51V19 Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS—Two modern elevators for sale at adjoining stations, capacity 18,000 and 32,000 bushels. Handle 40,000 bushels grain annually also side-lines. Will sell one or both or consider partnership with right party. Address 51U11 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR BROKERS.

J. D. CHANCELLOR & SON
Elevator Brokers,
515 Columbia St.,
Lafayette, Indiana.

CLAYBAUGH-McCOMAS
Offices
Frankfort, Ind. Indianapolis, Ind.
223 E. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an
elevator write us at either address.

ALWAYS HAVE GRAIN ELEVATORS for sale and would like to list a few more worth the money. Have buyers waiting.
If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,
6440 Minerva Ave., Chicago, Ill.

ELEVATORS WANTED.

WANT to lease good elevator with privilege of buying. Address 51V21, Grain Dealers Journal, Chicago, Illinois.

I WANT to buy an elevator in Illinois or Western Indiana. Write full particulars. Otis J. Bear, St. Joseph, Illinois.

WANT to lease grain elevator at good grain point in Iowa, Illinois or Indiana. Address 51U20 Grain Dealers Journal, Chicago, Illinois.

WILL trade farm in Champaign County, Illinois, for elevator showing good profit. Address C. E. Fletcher, Urbana, Illinois.

STOP! If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

WILL buy or lease with privilege to buy, a good elevator in a good territory and community. Address 51U22 Grain Dealers Journal, Chicago, Illinois.

WANT to exchange 20 acre tract of Rio Grande Valley Texas land, all in cultivation, for some good elevator station. Address 51U17 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR FOR SALE—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

WANTED—One or more elevators in Iowa east of line running north and south through Des Moines preferred, but none barred if priced right. Give details of construction, capacity and average amount of grain handled past three years with spot cash price. Address 51V4 Grain Dealers Journal, Chicago.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

SPLENDID stock and grain farm, 160 acres, in corn belt of Indiana to trade for a good elevator in same state. Produced 35 bus. wheat, 50 bus. oats and 75 bus. corn per acre this year. Annual revenue last 5 years from gravel used on county highways, \$2,500. Write owner, Guy L. Kepner, Bunker Hill, Indiana.

ELEVATOR LOCATION FOR SALE.

INDIANA grain elevator location for sale. Team scales, office, warehouse, 15 h. p. engine, seed and fertilizer house; five lots, where elevators burned on Big Four Railroad Switch, in Colfax, Indiana. Address F. W. Powers, owner, 128 North Grant St., West LaFayette, Indiana.

DO YOU WANT A MACHINE that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

HELP WANTED.
WITH INVESTMENT.

WANTED—Person with \$10,000 to take charge of bonded warehouse in southwest, as lessee, custodian and should be a bookkeeper to insure protection to all interests. A good opportunity for mature person. Address 51V24 Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

GOOD quarter section of Brookings County, South Dakota land to trade for grain or feed business. Address 51T8 Grain Dealers Journal, Chicago, Illinois.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

ILLINOIS lumber, coal, elevator and hardware property and stock for quick, cheap sale, to settle estate. Located in Eleroy, Illinois; a good partnership business. Inquire F. W. Hainke, Box 83, Eleroy, Ill.

TEXAS—Wholesale and retail flour, grain, feed and coal business in city of 7,000 located in lower Panhandle of Texas for sale, consisting of 50 barrel Anglo-American Flour Mill complete, now operating, three-pair-high roller meal and feed mill, 14,000 bushels iron clad elevator with ample warehouses, coal yard, brick office building and grounds (eight lots with 250 feet of best trackage in city.) All in first-class condition. Address Sewell Grain & Fuel Co., Vernon, Texas, owners.

BAGS—BAGGING—BURLAP.

FOR SALE—2,000 second-hand cotton grain bags, 16 oz., 25c each f.o.b. St. Louis. Large or small lots. Foell & Co., 123 Market Street, St. Louis, Missouri.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

FEED MILL FOR SALE.

FEED MILL FOR SALE OR LEASE.

Will sell or lease feed plant. Excellent concrete building; large warehouses. Located on main line of I. C. R. R., 75 miles north of Memphis. Milling in transit arrangements for south and southeast. Address Dyersburg Milling Company, Dyersburg, Tennessee.

FEED MANUFACTURING Corporation for sale. A rare chance to take over, without interruption, an organized, profitable, established, going business. Plant running every day, excellent facilities, 23 railroads. About \$30,000 needed to buy and operate. Address 51T21 Grain Dealers Journal, Chicago, Illinois.

MILL FOR SALE.

FOR SALE—One 25 barrel Midget Mill complete with bleacher, separator, three legs, equipped with belts and cups, other shaftings and pulleys. Price right, if taken at once. Address 51T14 Grain Dealers Journal, Chicago.

OATMEAL AND FEED MIXING PLANT AT A BARGAIN.—This mill was originally built for a 500 barrel oatmeal mill; part of the oatmeal machinery has been removed to make room for feed mixing machinery; most of the essential parts are still intact, namely, hulling stones, elevators, dry kiln oat graders, rolls for flaking grotes and other machinery. A portion of the machinery that was removed can again be replaced; there is ample room for both oatmeal and feed mixing machinery. The feed mixing part consists of modern machinery for this purpose, with capacity of 40 tons per hour, built in two units of 20 tons each, of either molasses or dry mixture. Its feeds have given satisfaction wherever used. It has storage capacity for 80,000 bus. of grain and 4,000 tons of sacked feed; two steel tanks capacity for 500 tons of molasses, power shovels for unloading grain; in fact, facilities for handling to best advantage to and from cars. Feed is elevated from packers into cars. A double track runs between buildings connecting with main R. R. line. Fourteen cars can be spotted at once and removed with car puller. The elevator is equipped with truck dumps for receiving grain from farmers' wagons. This plant is located in Illinois on the main line of railroad which has branches running north, northwest, west and southwest. All the different ingredients used in a first class feed originate on these lines and with milling in transit privileges makes this an ideal location. Price very reasonable, with reasonable terms. Address 50G23, Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

FOR SALE—20-50 pound Howe Scale weights. in good condition. Chas. Love, Macon, Ill.

SITUATIONS WANTED.

WANTED—Position as manager or assistant in country elevator. Plenty of experience and best of references. Address 51V2 Grain Dealers Journal, Chicago, Illinois.

POSITION wanted as manager of farmers elevator. No place too large. 17 years experience in grain, lumber and coal. Best of reference and bonds. Address Box 396, New Hampton, Iowa.

SITUATION as solicitor wanted by a man of experience and wide acquaintance in Illinois, Iowa and South Dakota. Well posted; first-class references. Address 51U3 Grain Dealers Journal, Chicago, Illinois.

MARRIED MAN with seventeen years' experience wants position as manager and buyer for a good grain firm, either on a salary or a percentage basis. Best of references furnished. Address Lock Box 162, Windsor, Ill.

MANAGER with twelve years experience operating grain elevator, feed milling, coal and side lines desires position with farmers' company in Ind. or Ohio preferred. Best of reference. Address 51T13 Grain Dealers Journal, Chicago.

EXPERIENCED grain man wants position. Have handled country station; managed a line of elevators; traded out of a terminal market. Am good accountant and familiar with rates and traffic matters as related to grain shipping. Will go any place. Address 51V14 Grain Dealers Journal, Chicago, Illinois.

GRAIN man, 42 years of age and with college education desires to make connections with some reliable grain concern. Have had 18 years experience in all phases of the terminal grain and elevator business with special reference to physical handling and marketing of grains. Can arrange to give services at an early date. Address 51V15 Grain Dealers Journal, Chicago, Illinois.

WANTED a position as manager of farmers co-operative company by married man with family. Now employed but wish to change Jan. 1st, 1924. Have been in present position as manager of elevator and lumber yard for 10 years and can furnish excellent reference and bond in any amount. Also have experience handling implements. I am a land owner and have the interest of the farmer at heart. Prefer Dakota or Nebraska. Address 51V17 Grain Dealers Journal, Chicago.

CONFIRMATION
BLANKS

Simple - Complete - Safe

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5 1/4 x 8".

Order form No. 6 CB, Price 90 cts.

GRAIN DEALERS JOURNAL, 309 S. La Salle Street, CHICAGO

Shippers' Record Book No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9 1/2 x 12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH" and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.75. Address,

GRAIN DEALERS JOURNAL, La Salle Street, Chicago, Ill.

MACHINES FOR SALE.

MATTOON Car Loader for sale. In first-class condition. Address 51V9 Grain Dealers Journal, Chicago, Illinois.

ONE Rice Buckhorn Machine for sale, practically new. Priced to sell quick. Address Funk Bros. Seed Co., Bloomington, Ill.

ONE No. 20 Sprout Waldron Attrition mill for sale with belt drive. One Bowsher Mill size 10, also one 45 h.p. 4 cylinder engine. For prices write H. M. Cressey, Elwood, Iowa.

BRAND new 8 bushel Fairbanks Automatic Scale for sale. This scale has never been out of the crates. Reason for selling have purchased larger size. Address George Schissel, Vincent, Iowa.

10,000 BUSHEL steel grain tank for sale, good condition; fine track scale. 25 h.p. engine and boiler, good condition. Western corn sheller for sale very cheap. Write Wabash Grain Co., Oaktown, Indiana.

FOR SALE—5 Attrition Mills; Some Feed Rolls; 4 Bowsher Mills; Grain Cleaners; Elevators; Dust Collectors; Motors; Engines; Pulleys; Shafting; Hangers. Write us for prices on your requirements and save money. A. D. Hughes Co., Wayland, Michigan.

SAVE YOUR MONEY. Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manilla Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc. Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

FOR SALE—Will sell at a bargain. One Number three Hess Grain Drier and cooler. Used for wheat only one season and do not handle corn. In first-class working order and good condition. Large capacity and desirable drier for shelled corn. Can make prompt shipment and if desired can furnish men to superintend erection and installation. Price \$640.

PRANGE MILLING COMPANY,
New Douglas, Ill.

FOR SALE:

1—125 h.p. Steam boiler.
1—100 h.p. Automatic Atlas Engine.
1 Rope drive with shafts, idlers all complete with about 400' of good hemp core cable.
1 Rope drive same as above, 700'.
1—72" Pulley, 10" face, friction clutch attached.
1—66" Pulley, 10" face, friction clutch attached. (Both of these clutches are miter steel plate and pulleys are for 3 7/16" shaft.) All in first-class condition. Any part or all of the above at sacrifice prices. Inquire Crabbs Reynolds Taylor Co., Crawfordsville, Ind.

FOR SALE.

3 Richardson Automotive Molasses Feed Scales.
1 9x30 Sprout-Waldron Double Roller Chop Mill.
1 9x18 Sprout-Waldron 2 Pair Weigh Mill for making grits and meal.
1 9x18 Double Roller Oats Crimper, One Extra Pair Rolls.
5 75 h.p. 3 Ph., 60 Cycle, 220 V., 857 R.P.M. Westinghouse Motors.
Other used machinery for sale.
KAUCHER-HODGES & COMPANY,
Memphis, Tennessee.

REAL BARGAINS.

Prompt Attention. Quick Shipments.
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.
Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.
Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.

Chicago, Ill.

MACHINES FOR SALE.

FOR SALE—Official Brown-Duvel Moisture Tester with glass flasks, four flasks for electricity, alcohol or gas equipt, \$65.00; Torsion Balance four purpose scale No. 6000, \$33.00; Dockage Sieves for above \$14.00—\$50.00 takes all. Portland Equity Exchange, Portland, Ind

ENGINES FOR SALE.

25 H.P. FAIRBANKS-MORSE, type N. B. oil engine for sale. Good condition. Write Farmers Co-op. Ass'n, Okarche, Okla.

REPLY REGARDING MY AD. I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

ONE 25 H.P. Charter Gas Engine in good condition for sale. Also 400-ft. transmission rope in good condition. Have installed motors. Whiting Farmers Co-op. Elvtr. Co., Whiting, Ia.

ENGINES WANTED.

WANTED—Second-hand twenty-five or thirty horse power gas or kerosene engine in first-class condition for feed grinding. Address D. C. McLeod, Crary, N. D.

SCALES FOR SALE.

SECOND HAND SCALES for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

FOR SALE—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waltheim Bldg., Kansas City, Mo.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

Have You
Seed For Sale?

Do You Wish
To Buy Seed?

See our "Seeds For Sale—
Wanted" Department
This Number

KEEP POSTED

GRAIN
DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

CLARK'S GRAIN TABLES FOR WAGON LOADS

(Thirteenth Edition)

The best and most complete edition of these popular reduction tables ever issued. It contains 12 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on heavy tough Manila stock. It is reinforced at back with cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The table shows the following reductions: Oats at 32 lbs., 32 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barely at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 66, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 3 1/4 cents in 1/4 cent rises.

Order Form 4090 WL. Price 60 cents.

GRAIN DEALERS JOURNAL

305 S. La Salle Street

Chicago, Ill.

DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a bass wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12 1/4 x 13 1/4 inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

GRAIN DEALERS JOURNAL

309 So. La Salle Street
Chicago, Ill.

A Kansas dealer, who advertised his elevator for sale in the Journal, at a stipulated price, received so many replies from prospective buyers he decided to keep it.

GRAIN WANTED.

WANTED—One or two cars Mo. burt oats. Send sample and price. W. N. Butler & Co., Columbia, Tennessee.

Bargain Sale in Soiled and Shelf Worn Books.

Sales, Shipments and Returns.

One copy of a combined sales and shipping ledger with double page forms for complete detailed information on returns from each shipment. Index and space for 2,200 carloads. \$2.25 and postage. Order "Soiled 14AA."

Record of Purchase and Sale Contracts.

One copy designed to meet the demand for a record enabling the dealer to balance his purchases and sales and determine instantly amount of each grain long or short. \$2.00 and postage. Order "Soiled 18P&S."

Clark's Double Indexed Car Register.

One copy of a quick index to records of all cars handled \$1.75 and postage. Order "Soiled 42."

Receiving Ledger.

One copy an indexed receiving book especially adapted to keeping individual accounts for farmer patrons, 200 pages \$2.00 and postage. Order "Soiled 43."

Coal Sales Book.

One copy a complete record for retail coal sales, providing space for 6,624 wagon loads, \$2.25 and postage. Order "Soiled 44."

Elwood's Grain Tables.

One copy showing value of bushels and pounds of different grains so arranged as to exhibit upon a single page, the value at a given price from 10c to \$2.00 per bushel; one pound to 10,000 bushels. \$1.25 and postage. Order "Damaged Copy."

Wagon Loads Received.

One copy for recording details of weight and price of each wagon load of grain received. Space for 3,200 loads, \$1.75 and postage. Order "Soiled 380."

Duplicating Scale Ticket Book.

One copy of a labor saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued. Good for 800 loads. Order "Soiled 62." \$1.00 and postage.

Scale Ticket Copying Book.

One copy containing 150 pages of duplicating scale tickets. Four tickets and four duplicates to the page. \$.75. Order "Special 38."

Duplicating Grain Ticket.

Book contains 125 leaves of 4 tickets and 125 duplicate pages. \$1.00 and postage. Order one copy "Soiled 19GT."

Triplcating Grain Tickets.

Same as above with additional wax paper copy. \$1.50 and postage. Order "Soiled 19GT Triplcating."

All these books are from our regular stock of quality books, but have been soiled in shipping or damaged at conventions.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago Ill.

SEEDS FOR SALE—WANTED

FOR SALE in carload lots either straight or mixed. Common, Siberian, hog and early fortune millet seed. Red and black amber cane, sudan grass. Write or wire for prices and samples. Reimer-Smith Grain Company, Holyoke, Colorado.

SEED OATS WANTED.

WANTED—Two or three carloads of Missouri, Iowa or Illinois grown dark mixed or black variety of oats of good quality, that would be suitable for seeding purposes. Prange Milling Co., New Douglas, Illinois.

Helpful Books
FOR
Carlot Grain Handlers

Clark's Decimal Wheat Values: These tables are the same as described above, with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvass. Order Form 33X. Price \$2.00.

Purchase & Sale Contracts is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

Clark's Decimal Grain Values: Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So LaSalle St., Chicago, Ill.

The Toledo Field Seed Co.
Clover and Timothy Seed

Consignments solicited Send us your samples
TOLEDO, OHIO

Field and Grass
Seed Trade Directory

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, Inc., J. Oliver, seeds, humus, etc.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., seed merchant.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., field seeds.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

ST. LOUIS, MO.

Agricultural Seed Co., cow peas.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

Crabbs Reynolds Taylor Company
CRAWFORDSVILLE, INDIANA

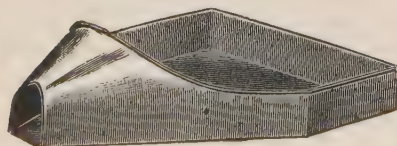
Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

The Mangelsdorf Seed Co.
Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

HAY WANTED.



GRAIN SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11", \$1.80.
Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.

SEEDS FOR SALE—WANTED

HENRY HIRSCH
Wholesale Field Seeds
Clover—Alsike—Timothy—Alfalfa
Our Specialty
All Other Field Seeds
Toledo - - Ohio

MINNEAPOLIS SEED CO.
MINNEAPOLIS MINN.
We are Buyers and Sellers,--TIMOTHY-CLOVERS-MILLETS
Grass Seeds and Seed Grains
Send samples for bids Ask for samples and prices

Courteen Seed Company
GRASS FIELD SEEDS
MILWAUKEE, WIS.

North American Seed Co.
WHOLESALE GRASS & FIELD SEEDS
Milwaukee, Wisc.
"THE HOUSE OF QUALITY"

THE ILLINOIS SEED CO.
CHICAGO, ILL.
WE BUY AND SELL
Field Seeds
Ask for Prices
Mail Samples for Bids

We Buy:-
Timothy
Red Clover
Alsike Clover
Sweet Clover
Millets
Special Varieties Seed Grain
Sample Bags Furnished Free
NORTHROP, KING & CO.
MINNEAPOLIS --- MINN.

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

J. G. PEPPARD SEED COMPANY
Buyers **SEEDS** Sellers
Correspondence Invited Kansas City, Mo.

ED. F. MANGELSDORF & BRO.
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder
Seeds, Sudan Grass, Soy Beans, Cow Peas
First and Victor Streets St. Louis, Missouri

The J. M. McCullough's Sons Co.
BUYERS—SELLERS
Field and Garden Seeds
Cincinnati - - - Ohio

L. Teweles Seed Co.
MILWAUKEE, WIS.
Grass and Field Seeds

OUREN SEED CO.
Council Bluffs, Iowa
Buy and Sell Red, White and Alsike
Clovers, White and Yellow Blossom
Sweet Clover, Alfalfa, Red Top, Blue
Grass and all Seed Grains

J. OLIVER JOHNSON, Inc.
TURF SPECIALIST
SEEDS—HUMUS—EQUIPMENT
1805-17 MILWAUKEE AVE.
CHICAGO



CRAWFORDSVILLE SEED CO.
FIELD SEEDS
CRAWFORDSVILLE, INDIANA

ALFALFA
TIMOTHY RED TOP
Agricultural Seed Company
Main & O'Fallon Sts. St. Louis, Mo

KELLOGG
SEED COMPANY
MILWAUKEE, WISCONSIN
FIELD AND GRASS SEEDS

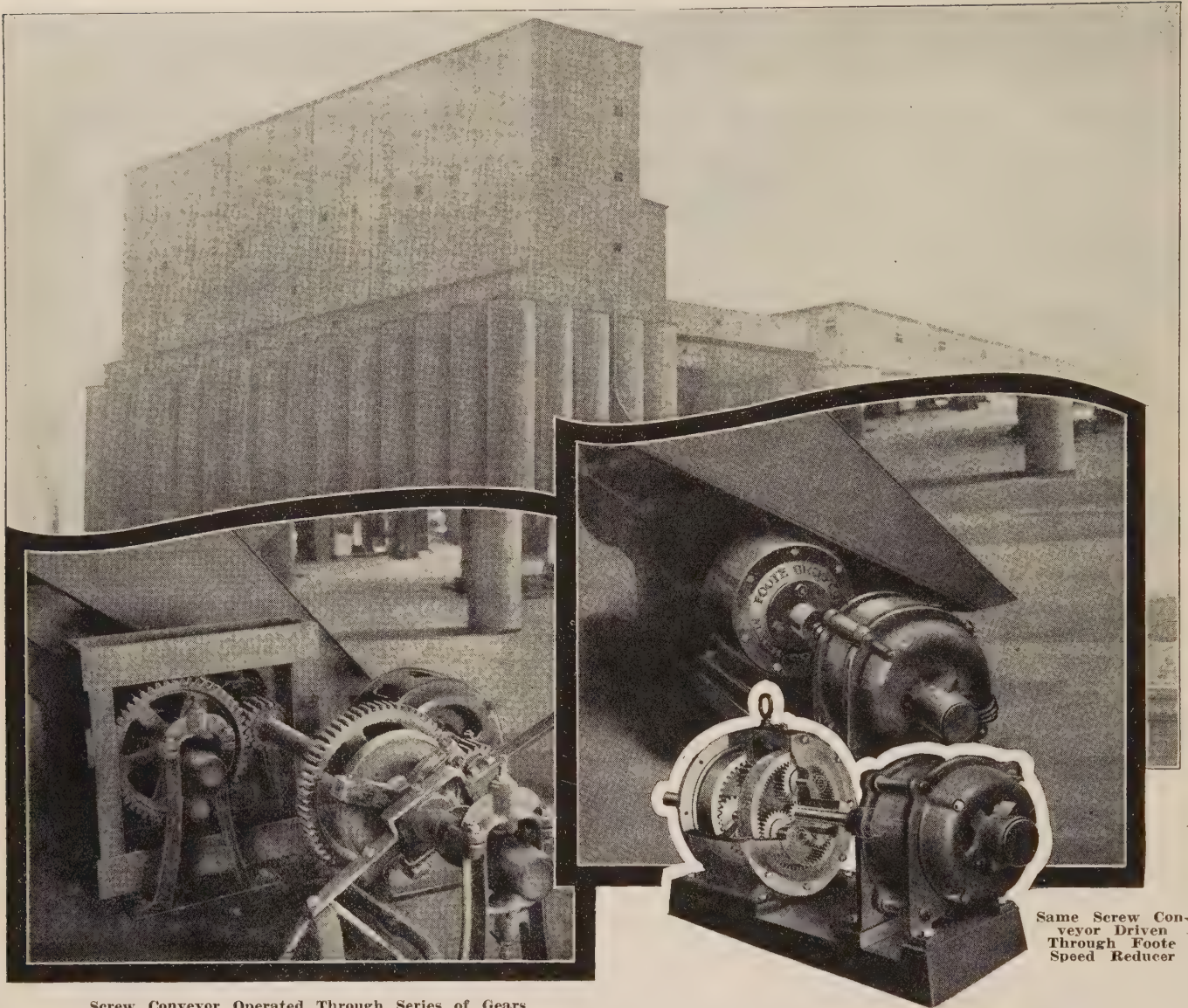
GRASS AND CLOVER SEEDS
RECLEANED & REFINED
For Field, Lawn or Golf
THE ALBERT DICKINSON CO.
Headquarters to the Trade
PROPRIETORS AND DISTRIBUTORS OF THE PINE TREE BRAND
CHICAGO
"THE MARKET PLACE"

LOUISVILLE SEED COMPANY
Incorporated
Louisville, Ky.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES

NUNGESSER-DICKINSON SEED CO.
New York, N. Y.
BUYERS AND SELLERS
Clover and Grass Seeds

WHITNEY-ECKSTEIN SEED CO.
Wholesale Seed Merchants
BUFFALO, N. Y.
CORRESPONDENCE INVITED

EVERY time you boost the JOURNAL you encourage and help us to make it better.



Screw Conveyor Operated Through Series of Gears

Same Screw Conveyor Driven Through Foote Speed Reducer

Your Equipment Needs This

WHEREVER a reduction in motor speed of 3 to 1 or more is necessary, Foote Speed Reducers do the work at a saving in installation cost, operation cost, maintenance cost, replacement cost and power cost.

Foote Speed Reducers replace open equipment such as belts, chains, ropes, open gearing, etc. Because they are entirely enclosed with all moving parts running in oil, they deliver from 86 to 94% of the motor power, provide positive safety to workers, give uninterrupted service.

They are ideal for use on belt and screw conveyors, elevator legs, etc.

Tell us about your equipment and let our engineers show why you need FOOTE SPEED REDUCERS.

LET OUR ENGINEERS HELP YOU

Our Engineers will be pleased to assist you to solve your speed reduction problems. This service is yours to use freely without cost or obligation.

Write for Literature.



FOOTE BROS. GEAR & MACHINE COMPANY

Mfrs. of Rawhide and Bakelite Pinions and Cut Gears of All Kinds. Send for Catalog. Special Machinery Made to Order. Submit Your Blueprints.

CHICAGO, ILL. 252-262 N. CURTIS STREET

J. R. Shays, Jr.
100 Greenwich St., New York City

King & Knight, Underwood Building,
San Francisco, Calif.

GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, OCTOBER 25, 1923

FRICION would not start so many destructive fires in grain elevators if operators were more vigilant in the application of lubricants.

FARMERS WANTING relief from low priced wheat may diversify their activities and utilize their farms in the production of some other commodity.

THE MANY FARMERS who realize a dollar a bushel for their old corn are not begging the government to lend them money or suppress the grain exchanges.

SO MANY PERFECTLY good elevators are sacrificed to locomotive sparks because the owner insisted upon retaining a wood shingle roof, the wonder is any insurance companies will insure grain elevators with combustible roofs.

FEWER VARIETIES of winter wheat will be planted in Ohio if the Seed Improvement Ass'n of that state has any influence with the farmers. The growing of fewer varieties will simplify the keeping of those varieties by themselves which should help the miller to a larger yield of good flour.

VALIDITY of farm buro marketing contracts has been sustained by the courts; and grain dealers who wish to post themselves fully may read two decisions on the same case, that of J. C. Stovall, one on page 538 of this number and the other, against the legality of the contract on pages 597 and 598 of May 10 number.

EVERY DAY brings us one or more new schemes for helping the farmer to escape low market prices brought about by overproduction of wheat. The agitation advertises the great surplus to the world and does more harm to the cause of the wheat grower than the perfection of any of the wild schemes yet proposed can do good.

NEW CORN CONTAINS so much moisture the shrinkage in cribbed corn is sure to effect a marked increase in the cost. If you are not equipped to make a moisture test on corn tendered, it would be well to send a sealed sample to some central market for testing. The percentage of moisture content may be so great as to earn a handsome discount.

BANKERS SEEKING a grain account have been responsible for the building of many unnecessary elevators. Some grain merchants make it a point to give some patronage to each bank in the town where they operate in the hope of encouraging the bankers not to champion the cause of other elevator companies. The practice no doubt is tactful and should prove profitable.

ADULTERATION of Canadian wheat while in transit thru the United States, which has been made the subject of an inquiry by the Royal Commission visiting the leading markets, apparently is not the practice of American dealers, a member of the Commission admitting unofficially that the Commission has been unable to find any evidence to substantiate the charges.

SO MANY WILD eyed dreamers and loud mouthed agitators have depreciated the value of this year's wheat crop, the unposted has begun to think of wheat as almost too cheap to eat. If you wish to depreciate the market value of anything you have to sell, advise the whole world that you have more than it can consume so that all buyers will rest easy and take new offerings only on the breaks.

SOME LINE ELEVATOR companies are finding it much to their advantage to have a separate name for each elevator. That is, the business at each station is conducted in a different firm name, often containing the name of the local manager. For a name indicative of purely local interest quickly wins the sympathy and the support of all local merchants. Oftimes this is an advantage worth courting.

WRITING all conditions into the contract or making the conditions a part of the correspondence before closing contract will save dealers from many losses. One Chicago broker recently got a favorable verdict from an Oklahoma court as reported elsewhere in this number of the Journal, simply because he called the attention of the other party to the rule of the Board of Trade, by letter, before executing the order. The broker may have assumed, as most brokers do, that the other party knew the deal was made subject to all the rules of the Board and that the other party knew the rule in question, in which case the broker would have lost the suit, in all probability, as the courts are none too friendly to brokers engaged in future delivery transactions.

THE HIGH COST of electric power is given as the reason by an Indiana correspondent in this number for displacing motors with an oil engine. It might be that a short circuit was responsible for the high bill for electrical current. Most companies supplying electric power have been quite reasonable in their charges.

RICE FUTURES will be dealt in on the Louisiana Sugar and Rice Exchange beginning November 5th. The innovation is brought about by the Rice Millers Ass'n, whose members are anxious to have a place to hedge against their holdings and sales. Public trading in rice will help to stabilize prices and give the growers an opportunity to take advantage of a favorable market long in advance of the harvesting of their crop. Needless to say that neither Mr. Capper or Mr. Tincher were consulted.

A BILL will be introduced at the coming session of Congress to change the spring wheat grades to meet the views of politicians of Minnesota, Wisconsin and North Dakota, who met recently at Minneapolis and decided to draft a new Steenerson bill. As might have been expected it was also decided by the politicians that the four Minnesota grades of barley established by the state are so much better for the farmer the proposed Federal grades should be dropped. With an election in sight the politicians are eager to make it appear to the wheat growers that calling No. 2 No. 1 will give the grower the No. 1 price.

CASH CORN and wheat prices crossed for the first time in an uncornered market during the week ending Oct. 13 as shown by the chart of cash grain prices published elsewhere in this number of the Journal. It is a reflection of the fact that corn is eaten directly or indirectly by the plasterer who gets \$20 a day wages while wheat is produced by foreigners earning 25 to 75 cents a day. In other words, consumption by the well paid artisan keeps up the price of corn while the production by the poorly paid native of the Eastern hemisphere keeps down the price of wheat. If the politicians were up-to-date they would spend \$50,000,000 of Uncle Sam's money to organize a strike in the wheat growing regions of China and India.

ARBITRATION might be made more costly to the loser with advantage to all concerned if the effect would be to lead parties in the wrong to study trade rules and customs more closely, to determine for themselves that it would be cheaper to settle than to arbitrate. In one recent case both parties to a contract went ahead with the deal tho the confirmations of both disagreed with the original articles of trade. In another the seller undertook to apply on a sale of grain in transit a carload that was already at destination. Willingness to arbitrate was properly esteemed a virtue years ago; but now too many dealers who do not watch their contracts closely are too willing to arbitrate. Certain names appear so frequently among the litigants that apparently they consider the members of the arbitration com'ite a part of the personnel of their own office. They are letting the arbitration com'ites do their business for them.

Legislating for the Wheat Producer.

During the war all governments seem to have contracted a mania for recklessly controlling business. From the beginning of time autocratic rulers have occasionally become obsessed with the idea that they know more about business than business experts, and hence they should be able to bid defiance to all economic laws and regulate business as suits their own peculiar whim. Naturally these autocratic regulators have run up against a number of stone walls. Along about the 4th century a Roman emperor brot on a rebellion by attempting to fix the price of wheat. Many other imitators have attempted to dictate to business with disastrous results.

At the last session of the Canadian Parliament, a law designed to regulate steamship owners who carry grain on the Great Lakes was enacted with the result that most of the American vessel owners tied up their vessels and Canadian grain is piled up in such quantities at all points of accumulation as to create a virtual blockade. The vessel owners are perfectly willing to compete with all comers and to accept the current market price for transportation, but they refuse to be dictated to by the politicians. In the meantime the wheat growers and shippers suffer because they can not get their grain to market.

In Argentina its principal industry is stagnant because of new laws fixing a minimum price which must be paid for cattle to be used in the export trade and the producers are without a market. The law also provides that the cattle must be weighed at their source, which is often at remote points having no scales. It requires that the same price shall be paid for fat as for thin cattle and the same price shall be paid at remote points as is paid in the central market. Inasmuch as the meat exporters of the Argentine must compete in the consuming markets of Europe with exports from other countries, they can not comply with these ridiculous attempts at price regulation and survive.

Every country has already suffered great losses because of many impractical attempts to interfere with business. Evidently their legislative bodies are cluttered with pests of the loud mouthed variety so numerous now in Washington. While many politicians have long preached "Less Government in Business, and More Business in Government," they continue to humor the dreamers by listening to and endorsing many of their wild schemes for fixing, and as they are pleased to state it, "Stabilizing the price of wheat."

Shouting demagogues without number and selfish promoters in endless array have kept the daily press jammed with the merits of wild schemes for helping the wheat farmer, and the politicians at Washington seem to have been ever ready to give a kindly ear to any new scheme, however impractical.

The real grain merchants of the land, the experts who have specialized in the marketing of wheat through all their days, have not been consulted or considered. It would seem that the politicians are interested not so much in solving the farmers' problem as they are in doing that which will catch the most votes.

The major portion of the winter wheat crop has already been marketed, and evidently at

satisfactory prices for most reports carry the conviction that the soil conditions have been so favorable the acreage of winter wheat sown for the crop of 1924 will be even larger than that sown for 1923. Europe so greatly increased its acreage to wheat that it will not need to import near as much as during any of the last eight years. Canada has also produced about seventy-five million bushels more than ever before. Russia is coming into the markets with more wheat than any time for eight years. Its currency is at so heavy a discount that it is able to obtain goods abroad only by giving wheat in exchange.

Unless the American wheat grower is willing to compete with the wheat growers of Canada, Argentina, Australia, Russia and India in the importing markets of Europe, then it is up to him to devote his acres to the production of something else. The most practical suggestion which has yet been advanced for his relief is diversified farming. Too many farms are cowless, hogless and henless. Throughout the commercial world the factory which produces greatly in excess of the ability of the world to consume must sooner or later take a heavy loss on its excess products. The law of supply and demand can not be overruled by mere legislators. If the world refuses to eat all the wheat the farmer produces, then the reasonable thing for him to do is to be place less on the market. Stop producing or hide his supply. Impractical, hysterical legislation will only rebound to his own injury as it has done in other nations.

The Federal Trade Commission's Last Effort.

The Federal Trade Commission always has been looked upon as sort of a political joke by business men generally, and in its last effort to tell about the grain trade in a report, which it is pleased to call Volume 4, it gives further proof of its incapacity to comprehend the different factors making for success or failure in the grain business, although indulging repeatedly in invidious comparisons. The Commission does not see fit to tell how many elevators of each class is incorporated in its summary, nor does it give any clue as to the state or section of the country in which the elevators are located.

The line elevator which it seems to scorn with a warm enthusiasm is operated along very different lines in the older states from methods prevailing in the spring wheat states. The Northwest has always been looked upon as the home of the line elevator. There it is the most numerous, and there exist the larger lines, but there also different methods prevail. Many of them have no side lines and a majority of them are closed after the holidays until a new crop is ready to move. Crops of some sections have been so poor that the line houses at many stations have not been operated for several seasons. The line houses of the winter wheat states are generally kept open every business day, even though crops are short, the management keeps busy with the side lines.

The comparison of the results attained by the elevators of a section afflicted with a crop failure with the results obtained by elevators

of a section having bountiful crops has no value. Then, too, feeding operations in some sections may be large this year and call for the local consumption of more of the farmer's grain, while next year the feeders may be so busy nursing their losses they will buy little grain, so that the elevator man will have more to ship.

Few elevator operators with profitable side lines have a clear knowledge of what it costs them to handle each bushel of grain. Many different agencies have attempted to compile reliable figures on this cost but without attaining any confidence in the accuracy of the results.

The average dealer is interested primarily in the total results from all his activities. He has not time or patience to compute the proper charge to make against his grain business for its share of the space, time, labor, taxes, interest on investment and innumerable minor charges. Then, too, the same grain merchant with the same facilities and the same volume of grain might make a handsome profit on a rising market and lose it all the following year on a falling market. Success in the form of profits per bushel handled if all the facts be known is just as likely to be attained by the merchants operating one class of elevators as by those operating another.

We feel certain that if the losses of all classes incurred during recent years were carefully compiled they would put the preconceived conclusions of the Commission in the scrap pile. While the Commission may have collected some very interesting facts, it is very evident that many important factors in the grain trade escape entirely the notice of its investigators.

The amount of capital invested in some of the older grain surplus states is so out of proportion to the total amount of grain shipped as to make any comparison of the results obtained in such section of no value whatever when compared with the results obtained in sections where the grain elevator operators have kept their investment in facilities down to a figure where operation might prove profitable. The elevator operator with an investment of \$50,000 at a 30,000-bushel station is pitted by all grain merchants familiar with the facts.

The Commission's piece meal information is now so old as to have little bearing on present day conditions. Many experienced grain elevator operators as well as many newcomers to the business were prompted by the attractive profits of rising markets to invest in much larger and in much more expensive elevator facilities than was or ever will be justified. It would not be fair to compare the net results obtained from these indiscreet investments with the results obtained by elevator operators equipped more in keeping with the needs of their station.

To grain merchants familiar with conditions existing in different sections of the trade, the conclusions of the Commission will not carry conviction. Investigations by bureaucrats and politicians of any line of business can not be expected to have value unless guided by experts having long experience in that line.

Repeal the Capper-Tincher Law.

The demand for the prompt repeal of the Grain Futures Act is gaining new supporters and among many real friends of the farmer. The law was enacted not on the demand of farmers, but on the demand of the self-selected champions of the farmers who have organized bureaus, federations, unions, and various ass'ns primarily to extract membership fees and dues from unsuspecting bucolics for the financial support of the aforesaid promoters.

Few farmers of experience would expect their own interests to be promoted by the crippling of the machinery for marketing their grain, yet the demagogues convinced the agricultural bloc at Washington that such action was necessary in order to retain the support of the farmers' vote.

The government's attempt to pry into the private affairs of all grain speculators has driven many out of the market and so discouraged those who have remained as to exert a very depressing influence on prices. The active buying and selling of any kind of grain futures has always stimulated the demand for the cash article, and always will.

The bull speculators have put so many extra dollars into the pockets of the wheat growers and with their full knowledge, the wonder is that every grower did not rise in indignant protest the minute Mr. Capper and Mr. Tincher suggested any legislation which would in any way handicap, discourage, or hobble the best friend the farmers ever had in the wheat market. But these politicians gave ready ear to the demands of the agitators who were interested in promoting other means of marketing the farmers wheat and so led the way to the enactment of legislation which has done more to discourage the wheat grower than any law enacted since the price of wheat was fixed at \$2.00.

The less the government interferes with the wheat marketing machinery, the more efficiently will that machinery function and the more exactly will it reflect world values.

The pinhead promoters of pooling schemes can not comprehend the influences which form the price controlling factors of wheat thruout the world. United States laws have little influence on the marketing of the wheat surplus of Canada, Australia, Argentina, India or Russia, but the surplus of the United States must be marketed in competition with the shipments from those countries. Our beneficent government, instead of helping and supporting the highly organized grain marketing machinery of the United States which has so long marketed our surplus wheat crop to the advantage of this country, has thru the Grain Futures Act, driven many operators out of the wheat market and badly crippled those who remained; all of which works to the detriment of the wheat grower and to the country at large.

Laws should not be enacted to satisfy the demand of any set of self-selected demagogues, promoters and agitators who spend their time in Washington theorizing on what they dare do next to arouse the farmer and gain his support. The farmer, the law-makers, and the country at large would be much better off if

all these selfish agitators were driven from our capitals.

The changes suggested by Congressman Schall in his letter to The President published elsewhere in this number are good and if made no doubt will help some, but the wheat speculators have been so completely cowed it will be necessary for the government to discontinue all target practice in their direction, and give them some assurance of safety and freedom before they can be expected to resume their former activities in the markets.

Reduce the Cost of Marketing Grain.

Among the resolutions adopted at the recent annual convention of the Grain Dealers National Ass'n were three that should have the earnest support not only of all grain handlers but of all grain producers and consumers because all are directly affected and all contribute unnecessarily to the expense of marketing grain in addition to the greatly increased cost of conducting all business. The grain trade is called upon to pay a number of unusual and unreasonable taxes for doing business and in many ways is handicapped by laws and regulations which greatly increase the cost of marketing grain.

The tax on interstate wire messages which nets the Federal Government around twenty-eight million dollars annually is paid largely by the grain trade. It comes out of the grain producers and consumers. The revenue tax on future grain transactions helps to further increase the cost of marketing grain and then to cap the climax, the Grain Futures Act requires the compiling and filing of daily reports at great expense.

If the grain marketing machinery of the country is ever to function normally, efficiently and economically, these taxes and regulations must be abolished as they all contribute largely as an unnecessary burden upon the producers and consumers. Our legislative program has too long been directed and formulated by selfish promoters who have no real interest either in the grain producer or the general welfare of the country. These disloyal pests have had their day and should now be driven out.

The government should stop treating all business men as criminals and make laws for all citizens alike. Class legislation and laws discriminating for or against certain classes of citizens should be repealed. This government should take on a new resolve to act in the interests of all citizens, regardless of class or calling. Taxing one class to the exclusion of others is just as unfair as attempting to fix the number of hours which shall constitute a day's labor for railroad employees while all others adjust their own hours.

THE FEDERAL bureaucrats' intrusion into the banking business already is bearing fruit in the latest excrescences known as the intermediate credit banks created last year. Loans direct to co-operative marketing ass'ns amount to \$2,190,000 on wheat, and total advances to co-operative ass'ns are \$25,000,000. This amount is so small the unfairness of this competition with the bankers can be ignored, but the principle is wrong in that government banking enjoys an artificial stimulus thru the tax exempt feature of the bonds sold to get the funds to loan, a tax that the private enterprise has to pay to keep the wheels of government moving.

A Weight Card for Each Shipment.

Years ago the Kansas Grain Dealers Ass'n supplied its members with large placards upon which they were requested to enter the weight of grain placed in each car and to tack the card to a stick standing upright in the middle of car so that weighmaster at destination could quickly detect any discrepancy in the weight of the grain contained in car, make a thorough investigation for the cause of any shortage which might occur, and take up with carrier and shipper.

This was followed later by the recommendation by the Weighmaster Scalemen's Conference that all terminal weighmasters place weight cards in each car loaded out of the terminal elevators to further promote the cause of correct weights and to assist in detecting causes of shortages. The practice, if generally adopted, would no doubt assist largely in reducing losses of grain in transit and in helping shippers to collect for any shortage which might occur.

The trouble seems to be that receivers at destination who have profited by having loaders weights have been derelict in acknowledging their indebtedness to the shippers with the result that those who started to post their weights with an enthusiastic desire to reduce the shortages and detect the cause of loss have concluded their efforts avail little and discontinued the practice.

St. Louis only recently has installed a system of weight cards for all cars loaded with grain out of St. Louis elevators so that henceforth all out-bound cars will bear these weight cards and unloaders will be duty bound to report promptly any variation in the weights from that obtained at loading point. While losses in transit are still heavy they do not compare with the enormous losses sustained in the careless days of the past.

When the entire trade works in harmony to detect and determine the causes of these losses, it will be comparatively an easy matter to reduce them. It is to be hoped that in the interest of greater efficiency and more economical handling, that all persons having anything to do with the loading or unloading of grain will exercise greater vigilance to the end that these losses may be further reduced.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

S. P. 8762 passed thru Berwick, Ill., south-bound Oct. 16, leaking wheat near door post. No chance to repair.—Wm. Watson, mgr. Berwick Grain & Supply Co.

I. C. R. R. 38743 going north thru Kankakee, Ill., Sept. 5th, 11:30 a. m., leaking corn.—Kankakee Farmers Grain Co., W. A. Pegram.

C. B. & Q. 103864 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

C. B. & Q. 99663 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

N. & W. 67328 passed thru Atkinson, Ind., Aug. 31, leaking oats at side door. Car was sealed. No chance to repair.—Atkinson Grain Co.

Erle 110520, loaded with yellow shelled corn at Swan Creek, Ill., passed thru Roseville, Ill., Aug. 29 leaking thru siding which was loose at sill. No chance to repair.—Isaac C. Pratt.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Who Suffers Loss on Grain Burned?

Grain Dealers Journal: Will the Journal kindly answer the following question:

Johnson, under a written contract, sold to Jones 5000 bus. wheat, which was inspected and graded. It was agreed, of course, that the grain was to be weighed as it was sent out of the elevator. While the weighing was in progress, but before it was completed, fire broke out in the elevator and completely destroyed the elevator and its contents. Who suffers the loss? An explanation of this will be greatly appreciated.—Farmers Elevator Co., Ed. V. Hadacek, mgr., Clutier, Ia.

Ans.: When a sale is made of the entire contents of a crib or bin the grain is at buyer's risk; but when the grain is to be weighed out to the buyer from the stock on hand it becomes what is known as an executory contract of sale. In other words, after the papers have been signed, there remains something to be done later such as grading, or weighing, and title does not pass until the grain has been weighed, and only such part of the grain as has been already weighed out to the buyer is at buyer's risk. The grain in the elevator that the seller expected to apply on the contract is at seller's risk and he suffers the loss.

Waterproofing Basement Without a Drain?

Grain Dealers Journal: We would like to know if there is such a thing as waterproofing a basement without a drain. We would like the experience of others.—Garver Grain Co., Clearfield, Ia.

Ans.: A basement can be waterproofed without a drain by using impervious material for the floor and walls.

Cement concrete is impervious to water when mixed in the correct proportions; but such a perfect mixture requires expert workmanship and clean materials, which are not always obtainable, in which case good results can be obtained by mixing a little crude petroleum into the concrete. The oil has the effect of repelling the water.

The same effect to a greater extent is obtained by mixing Medusa waterproofing with the cement, this having the effect of forming with the cement, calcium stearate, that lines the small pores that may exist in ordinary concrete and prevents their capillary absorption of moisture. The effect will be understood when we consider that water has no affinity for a tallow candle, and what is called a "tallow" candle is in fact stearic acid.

If the basement is already built the problem is to get at the outer surface or to build up a surface on the inside to hold the waterproofing. Either can be done, and has been done successfully.

Metal for Oats Sulfuring Tower?

Grain Dealers Journal: We contemplate the construction of a plant for the sulfuring of oats, and would like to know what material must be used for the apartment thru which the grain passes while the sulfur fumes are applied. Will a lining of wood, tin, iron, steel, zinc or copper stand the action of the sulfur fumes; and, if none of these, what material must be used?—The Early & Daniel Co., Cincinnati, O.

Ans.: The sulfur gas produced by the burning is an oxide known as sulfurous acid gas, but it has little action when dry. When moisture is present with the gas it produces an exaggerated rusting of the iron, etc. Metals that do not rust easily therefore resist the action of the gas.

In the manufacture of sulfuric acid, the sulfur dioxide gas mixed with steam, is corrosive, and is passed thru large chambers with walls made of lead, which metal resists this action to a considerable extent. Lead, however, has little strength and the building of a tower with lead presents mechanical problems.

A good tower can be built of wood, preferably cypress. As the iron nails may rust and let the tower fall apart it is best to use wooden dowels instead of nails to hold the boards together.

The up-to-date method now followed is to build the sulfur tower entirely of cement concrete, which, of course, is fireproof.

Collecting Freight from One Not a Party to Contract of Transportation?

Grain Dealers Journal: The Big Four Railroad Co. has just started suit against me to collect the difference between \$199.61 alleged to be due and \$163.01 paid as freight on a car of corn that I had bot on a delivered basis from the notify party. The notify party since went out of business.

Under my contract of purchase the notify party was to pay the freight to destination, and as I was quoted a delivered price I am not responsible for the under charge in the freight bill first presented.

The railroad company claims that when I took delivery of the shipment I impliedly agreed to pay all lawful charges.

Has the railroad company any chance to collect this?—Frank Ware, Butler, Ill.

Ans.: Under the facts as stated there seems to be no way in which the railroad company can make the buyer a party to the contract of shipment.

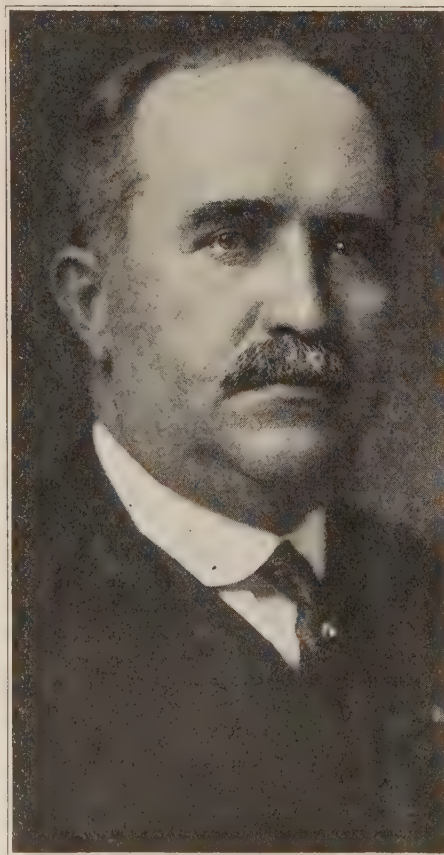
Third persons and outsiders who pay freight charges on shipments not consigned to themselves can not be held after the carrier has parted with the goods.

The statement by the claim agent of the attorney of the carrier that buyer by paying the freight had "impliedly agreed" to pay more than that sum shows the weakness of its case.

A decision on this point follows:

In *Pennsylvania Co. v. Townsend*, 100 Atl. Rep. 855, published in the *Grain Dealers Journal* for July 10, 1917, the Supreme Court of New Jersey held that the notify party was not the consignee and therefore was not liable even if he took the goods and paid the charges first demanded. To hold the assignee of the B/L for an undercharge the assignee of the notify B/L must have knowledge at the time of paying the freight that it was an undercharge, the theory of the New Jersey court being that the railroad company is bound by its first bill of freight charges as far as the notify party is concerned, the carrier still having recourse against the consignor for the undercharge.

It seems that the proper thing is for the buyer to employ an attorney and stand suit.



T. W. Hall., Minneapolis, Minn.,
Pres.-Elect Chamber of Commerce.

New President of Minneapolis Chamber.

The Minneapolis Chamber of Commerce is fortunate in having among its membership grain dealers who have served the trade in many different capacities, hence have a comprehensive understanding of the functions of every section of the grain business.

The Chamber has just honored with election to the office of president for the ensuing year Thornton W. Hall, a down East Yankee who was transplanted to the prairies of Dakota at an early age.

His place of birth is an island in Penobscot Bay at the mouth of the Penobscot River, Maine, where his family had resided for four generations. His ancestors were granted some of these islands by the British Government before the United States was a nation. On Matinicus Island is a tablet erected in honor of Ebenezer Hall, killed by the Indians and his family kidnapped. The mother was ransomed, two of the daughters never were heard from and the two sons escaped to Camden, Maine.

Mr. Hall was educated in the public schools of Vinal Haven and Rockland and went to one of the Maine state academies at Corinna, after which he taught school one year.

His business experience began at the age of 13; he was carrying tools in the granite quarries. At 14 and 15 he worked in the polishing mills of Vinal Haven, Me., and for three years served his apprenticeship as a granite cutter. He worked in the summers and went to school in the winters.

Constructive effort always was his bent, and when he entered the employ of the Northern Pacific Elevator Co., at Fargo, N. D., just 40 years ago last August, he took such care of the work that he was promoted and remained with that company for 10 years. He began as office boy with the fat salary of \$40 a month and had to perform the duties of janitor and general roustabout. Part of his duties were to arrive at the office in the morning, long before daylight, clean the cuspidors and fire up for the day. He earned his promotions by constant application to business and the feeling that his reputation was his stock in trade. As he had nobody to help him he felt it was necessary to keep this part of his assets free from taint.

From office boy he went thru the different steps to vice pres. and general manager. After 10 years he went with the St. Anthony & Dakota Elevator Co., of Minneapolis, Minn., operating terminals and country lines, including 185 grain elevators and 60 lumber yards, as general manager.

Mr. Hall has served the Minneapolis Chamber of Commerce on committees and on its directory and last year was made vice-president, so he brings a ripe experience to the new office with which he has been honored.

ARGENTINE wheat production this year is forecast at 248,752,000 bus., compared with 189,046,000 bus. last year, according to a cable received Oct. 20 by the United States Department of Agriculture from the International Institute at Rome. Average production during the 1909-13 period was 157,347,000. The rye crop is forecast at 3,701,000 bus., compared with 2,147,000 bus. last year; barley at 4,593,000 bus., compared with 7,656,000 bus. and oats at 58,560,000 bus., compared with 54,975,000 bus. last year.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 2, Ohio Grain Dealers Ass'n, at Columbus, O.

Dec. 3-4. American Corn Millers Federation, at Chicago, Ill.

Feb. 5-6-7. Illinois Farmers Grain Dealers' Ass'n at Peoria, Ill.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Loose Talking and Clear Thinking.

Grain Dealers Journal: During the past few months there has been a tremendous amount of loose talking on the subject of methods of advancing wheat prices in the United States. There has been a wide-spread desire on the part of business and political interests to solve the agricultural distress and to develop some sort of practicable scheme by which domestic prices for wheat could be enhanced. Numerous wild theories have been elaborated, and there have been several conscientious endeavors to arrive at a sane and workable means of attaining the desired end. Up to date every such attempt has ultimately bumped up against a stone wall of some kind or other, and at present there seems to be merely a groping in the dark, with no solution in sight.

The chief difficulty appears to be in the failure to recognize the relationship between domestic and export conditions. The Gould plan, which has received much attention recently, provides, according to newspaper reports, for selling 50 million bushels of wheat and flour to Germany on credit. It is declared that this would relieve the United States of its surplus and put prices materially higher, possibly to \$1.25 or \$1.50 per bushel. The "nigger in the wood-pile" in this case is the failure to understand clearly existing conditions, particularly with relation to Canadian competition. The Gould plan can only be workable if the duty on wheat into the United States is immediately and materially increased. There is no other way. Any attempt to beat about the bush is an evasion of logical mental processes. Canadian wheat is now being imported into this country and the duty of 30c per bushel is being paid. Eastern millers have bought it on a heavy scale and will continue to do so as long as the present price relationship exists.

Any attempt to reduce our surplus by selling wheat, or giving it away, to Germany or any other country without shutting out the Canadian inflow is about as sensible as trying to reduce the level of the lake by baling water out with a dipper while an inlet supplies fresh reserves from an inexhaustible outside source. We are not discussing the subject of the advisability of increasing the tariff on wheat. There are other economic aspects than merely helping the farmer. Careful consideration must be given to the fact that countries against which we discriminate would be likely to retaliate in other forms. This is a serious matter and the question of whether the benefits to the farmer would outweigh the disadvantages to other interests is one which we do not feel qualified to pass upon. We do state most emphatically, however, that there is no use trying to advance domestic price levels above their present parity without such a tariff increase.

Ultimately, of course, any sharp advancement in domestic prices resulting from an increase in the duty would, through the working of supply and demand, result in larger production here and a consequent price decline. However, during the early period of each crop season farmers would benefit materially by the tariff, as domestic consumers would be forced to bid up for supplies with no outside competition, and the farmer, by exercising a holding tendency in the early months of the crop, could secure the benefits of tariff protection. If the surplus were burdensome at the end of the crop there would be a tendency to approach

export parities, but in all probability, any large carry-over would cause a reduction in acreage during the ensuing year. We believe it is time to stop chasing mirages and to concentrate on clear thinking in trying to arrive at a workable solution of the present difficulty.—Cross, Roy & Saunders, by Siebel C. Harris, Chicago.

Why Snapped Corn Is Popular in Texas.

Grain Dealers Journal: Snapped corn is shipped bulk and is generally unloaded by some merchant in the smaller towns of Texas, who retails it out to the farmers. They do not buy it to store for later usage, but buy it for their immediate needs. They prefer to buy the snapped corn because they are accustomed to feeding it in Texas, as they harvest their corn, when they raise any, with the shuck on.

I have heard it jokingly said that the reason the Texas farmer preferred to buy snapped corn was because he knew just how many ears to feed "Old Pete and Betsy" (his mules) but that he did not know how much shelled corn to feed.

I think the real reason they buy it down here is because it is not only a matter of custom, but due to the fact that they use the husks for roughness, which makes a fairly good balanced ration.

I have often asked myself why buyers are willing to pay freight on husks and the above answer is the only one I could ever figure out.—Very truly, Federal Commission Company, Young Davitte, Fort Worth, Tex.

Improvement in Motor Bearings.

Grain Dealers Journal: We have not written up anything complete regarding the use of ball bearings with electric motors, for the reason that we have not reached definite conclusions on the subject. For seven or eight years past, we have been building a few motors equipped with such bearings, some of these motors being vertical machines and others horizontal. We have also experimented with both roller bearings and ball bearings, but have not reached the point as yet where we have made them standard.

During the past eight years, we have had on the whole, very good success with ball bearing and roller bearing motors, but we have also had cases where these bearings developed trouble. We are still continuing our investigations of the subject and believe that with the advances that have been made in the construction of these bearings, particularly in the past three or four years, there will be a larger field for them in the future, for applications of this kind.

So far as efficiency is concerned, anti-friction bearings have very little advantage over the standard sleeve bearing because the friction loss in a motor is a very small percentage of the output. The only place where the use of anti-friction bearings on a motor shows any appreciable gain in efficiency is on very small machines in the fractional horse power sizes. The main advantages to be expected are in the lower cost of maintenance due principally to the smaller chances of getting oil into the motor. On the other hand, the mounting of such bearings has to be very accurately done and a high grade of machine work is required in order to secure satisfactory results. So far as our experience has gone, we are inclined to favor the roller bearing rather than the ball bearing, as the roller bearings are more rugged and will stand knocks due to gears or belt joints. Of course, the ball bearings can be made to do this also, but as a general rule it will require a larger ball bearing to stand the same amount of abuse.

Anti-friction bearings on motors are receiving a great deal of attention at the present time. We feel, however, that the change from the ring oiling sleeve bearing will be made more or less gradually as the ring oiling bearing has proved its usefulness through a period of many years, and it will take some

time to convince users in general, that the anti-friction bearing is superior.

We have installed ball bearing motors in a number of different places, particularly in textile mills, and while they have on the whole given a good account of themselves, they have also in some cases developed troubles and we do not believe the use of such bearings is going to eliminate bearing trouble by any means. We are still following up our experiments and tests on bearings of this type and may in the future put out a more complete line of motors with such bearings. We will not, however, do so until we are convinced that these bearings and their mountings are such that they will be a distinct advance over the sleeve type of bearing.

In getting out a standard line of motors, the bearings must, of course, be made to stand the most severe service that will be met with in practical application. Each application can not be considered by itself as motors built in quantities are liable to be used on almost any kind of service and the bearings must be liberal enough to take care of the most severe conditions. In the applications of such bearings in the past, this point has not been kept clearly enough in mind by the ball bearing people in making their recommendations, with the result that bearings recommended have been too small and have shown rapid deterioration under severe duty. The recommendations now are for much heavier bearings than were formerly used and with such heavier bearings and precautions taken in the mounting of same, we believe such troubles as have been encountered will be eliminated.

We are continuing this investigation actively, and in four or five months from the present time, we may be able to give you some more complete data. We do not feel that as yet the time is ripe for superseding the ring oiling bearing which has given such good service throughout such a long period of years. Yours truly, Allis-Chalmers Mfg. Company, R. B. Williamson, Eng.-in-Charge, A. C. Design, Milwaukee.

Cost One Farmer 19 Cts. to Sell Thru the Pool.

Grain Dealers Journal: Some wheat farmer relievers held a meeting in Chicago last week and decided they would approve of co-operative marketing—that makes it unanimous. Now all they gotta do is give the wheat farmer some relief. I'll tell the world the wheat farmer and a lot of honest to goodness grain merchants need relief and the best possible relief that could be given at this time for the farmer and grain man is to send some of these Wheat Growers Assassinations to the showers before they muss up a good game.

A traveling man for one of our prominent grain merchants writing about a farmer friend of his who had signed up in the Wheat Growers' pool kept a memo of what he was bid by the elevator man each day he delivered his wheat to the Wheat Growers. His figures showed the grain merchant would have paid him 19c per bushel more on 5,000 bus., this with interest amounted to \$1,000.00. The Kansas farmer's contribution to the Wheat Growers Assassinations with a 120 million bushel crop on that basis would be \$22,800,000. That's what the Kansas farmer loses not counting his dues to the Assassinations. Aesop would have said, "Farm relief is much better than bootlegging."—B. C. Christopher & Co., by Tod Sloan, Kansas City.

Out of a total of 4,223 banks in the United States to which the War Finance Corporation has made advances for agricultural purposes, 1,527, or more than one-third, are located in North and South Dakota, Minnesota and Montana. The advances still outstanding to banks in the same four states aggregate \$28,500,000, out of a total of \$52,000,000 for the entire country.

Pooling Farm Products a Failure

By JOHN J. STREAM
President, Chicago Board of Trade.

Co-operative marketing of farm products is a subject of wide interest in America. Innumerable organizations have been formed in recent years for the avowed purpose of improving the farmer's market. Many of these have been organized on the theory that they were superior to the established marketing machinery and therefore spelled greater success for the farmer in the form of greater financial returns.

Records of the Department of Agriculture show that a large number of these ill-advised co-operative ventures collapsed, failure overtaking 243 farmers' associations since 1913. Causes included insufficient business, insufficient or dishonest management, insufficient capital and too liberal extension of credit, according to the department's reports.

The failures drive forcibly home the fact that co-operative ventures are not immune from the same difficulties that assail independent business. While the thought seems to prevail in certain communities that co-operative schemes are in some way superior to the efforts of the independent dealer and the present marketing system, the official records clearly indicate that a co-operative organization is nevertheless subject to precisely the same troubles that any other business must face.

Failures shown by the Department of Agriculture records do not constitute a happy record for co-operative marketing. Yet it would be utterly unfair and indicate a colossal lack of vision to condemn co-operative marketing simply because of the failures of the past.

In this connection it should be stated that perhaps the greatest blunder ever made in co-operative movements is the present tendency to apply to grain and cotton the same marketing rules used in the handling of fruit. For conditions are as different as night and day. There are many difficulties that must be overcome in the marketing of such agricultural specialties as oranges, raisins, prunes and apples. First of all it is necessary to create, or at least to stimulate, the demand.

It would be absurd for the individual fruit grower to attempt to create this demand. But it is wholly practicable for growers to band together and contribute to a general advertising and sales fund by which the product is kept in the mind of the public. As a result of such a course untold numbers of people who never cared for raisins or oranges could be induced to eat them. Doubling the consumption of a specific fruit may thus be attained. It simply means the creation of a demand and the building of a market that did not before exist.

Contrast co-operative fruit marketing with the marketing of wheat. First, the demand for wheat does not have to be created. It already exists. It is world wide. It is an active and staple demand. The buyers of bread and flour are daily buyers. Unlike fruit, wheat does not have to be forced upon the consumer. In all lands the consumer wants it. Were all wheat growers to band together in a great advertising and sales campaign it would still be impossible to double the consumption of wheat as the consumption of fruit may be doubled. Consumption of wheat could of course be increased but only to a limited extent.

The whole matter simmers down to the fact that while the fruit grower must build up a special taste for his product, the grain grower must simply fulfill the world demand. While the fruit grower has no regular marketing machinery, the grain grower has marketing machinery that has been built up by years of study and experiment; machinery that functions at a lower cost than exists in the marketing of any other staple foodstuff.

It is obvious therefore that to apply the co-operative fruit marketing idea to grain would simply mean the duplication of existing marketing machinery at a tremendous cost. And after this new machinery were built it would be found that it contained far more imperfections than had been anticipated.

If the farmers would make a closer study of the question they would see the fallacy of likening fruit marketing to grain marketing. Fewer farmers would be tempted by the proposed pools and other economically unsound marketing schemes.

Farmers have been told repeatedly by the ill-advised organizer that co-operative grain marketing would greatly enhance the price. To the practical grain man or the student of marketing such talk is ridiculous. Should there be a successful movement by which wheat were pooled or stored and withheld from the market, any price advance resulting therefrom could only be temporary, for sooner or later the wheat would have to be sold. Moreover, if the wheat were held from market any length of time, it might bring disaster, for with unnaturally high prices an unprecedented wave of wheat growing would sweep the world. The subsequent glut of the market would inevitably bring ruinously low prices.

Wheat is a world product and must always be so considered. To increase the consumption of wheat or to control the price through such artificial means as pooling or withholding from the market is infinitely more difficult than the comparatively simple problem of marketing fruit.

Much has been said on "orderly marketing." Those sponsoring co-operative marketing schemes constantly stress the point that wheat flowing to the market in large volume at harvest time depresses the price. They will tell you too that after the heavy grain movement season prices swing upward. Hence they favor marketing after the usual marketing season is over.

This misrepresentation of true conditions has been disproved many, many times in recent years. Surveys by disinterested authorities covering a period of half a century have shown that the farmer who sells at harvest time profits equally with the farmer who sells at a later season. The slightly higher margin received in later months will do no more than offset the cost of storage, insurance, shrinkage and other carrying charges.

Today the grain farmer has as complete and efficient marketing facilities as could be created if the soundest course of the co-operative movement were to be followed. The only possible result would be the complete duplication of the present marketing machinery, the high efficiency and value of which is becoming more and more apparent as the co-operative grain

marketing schemes are studied. There is indeed a vast difference between the co-operative marketing of raisins and the co-operative marketing of grain.

International Grain and Hay Show.

The highest achievement of the American farmer will be on display at the International Grain and Hay Show, held in connection with the International Live Stock Exposition at the Union Stock Yards, Chicago, the first week of December.

More than five thousand entries are expected by the college agronomists who have sole charge of the judging of the samples of grain and hay and who have determined the regions which are to contest for the twelve thousand dollars in premiums offered by the Chicago Board of Trade for the best exhibits.

This is the fifth annual Grain and Hay Show and not the least of the interest attached is the awarding of the Grand Champion Corn cup, a massive silver trophy presented by the Chicago Board of Trade to the individual farmer who exhibits the best ten ears of corn.

So far in the annual competition the middle-west corn belt has held the championship, but the contest is open to all sections of the country as well as Canada.

The Junior Corn clubs, scattered over the country from Maine to Texas, this year are planning great things in their exhibits. The youngsters will compete for a Junior Championship Corn Cup likewise the gift of the grain exchange, with which goes the honor of having raised the best ten ears of corn.

Glenn Phares, thirteen years old, of Shelbyville, Ind., won the Junior trophy last year and is in the competition again.

The \$12,000 premium list given by the Chicago Board of Trade provides for sixteen general classes:

Classes.	Premiums.
Ten ears corn	\$5,000.00
Single ear	615.00
Flint corn	230.00
Junior corn	336.00
Wheat	1,535.00
Oats	965.00
Early oats	90.00
Rye	360.00
Barley	400.00
Hay	800.00
Kafir and milo	250.00
Small seeds	525.00
Soy beans	430.00
Cow peas—field peas	160.00
Field beans	74.00

Special ribbons and awards.

FEDERAL MARKETING has never been known to work successfully, even under the most favorable circumstances, and those "in the know" have long voiced the unequivocal belief that any kind of government control of markets was impractical. It is therefore interesting to read a new publication, "Uncle Sam—Marketman," which is an elaborate defense of Federal Marketing, and which points to the Central Market of Washington, D. C., as proof that Uncle Sam can run such an enterprise profitably and progressively. Those knowing the drawbacks of government in business are unable to express anything but strong scepticism.

CONTENTMENT

"LET us learn to be content with what we have. Let us get rid of our false estimates, set up all the higher ideals—a quiet home; vines of our own planting; a few books full of the inspiration of the genius; a few friends worthy of being loved, and able to love us in turn; a hundred innocent pleasures that bring no pain or remorse; a devotion to the right that will never swerve; a simple religion empty of all bigotry, full of trust and hope and love—and to such a philosophy this world will give up all the empty joy it has."—David Swing.

Practicability of the Protein Test.

BY W. L. FRANK, CHIEF INSPECTOR, SHERMAN, TEX.

The protein test when intelligently used has stood the test of time and is proving itself a business builder and a money saver.

The protein test *saves money* by enabling a miller to select and classify his wheat according to protein content, and approximately according to baking strength. The buying all dark hard winter at a big premium for bakers flour is avoided, and a saving of ten to one hundred dollars on each car of wheat is possible.

The protein test is a *business builder*, because it enables the miller to make a *uniform flour of greater strength*. These are very important factors with every commercial baker.

Stated in another way, the miller that uses the protein test intelligently, makes better flour at lower cost per barrel, and turns out a more uniform product.

The main causes of criticism of the protein test, both past and present, are:—1st, ignorance. 2nd, prejudice. 3rd, unfortunate experiences with incompetent chemists or millers.

IGNORANCE of the value and of the significance of protein content has led some to depend on this factor alone. The result has often been disappointing.

PREJUDICE against the technical and the "scientific" has done much to prevent the protein test proving its value to some of the old time millers who have graduated from the Hard School of Experience. They depend on sight, taste, smell and touch. Chemistry is to them a thing of mystery. They are afraid of it.

INCOMPETENCE applies to both miller and chemist. Both must know how and when

to use the protein test. They must work together in harmony. The miller must know both the art and science of practical flour mill operation, and must know the practical application of milling chemistry. The chemist must know the art and science of flour mill chemistry, and must know the practical application of chemistry in operative milling.

We need millers and chemists with broader, bigger visions of the work they ought to do. There is no room for the selfish, self-centered, narrow minded man, whether he be chemist or miller. Such a man is a liability and not an asset. Let us recognize a salient fact; the mill that has a practical miller and an intelligent chemist, both working together in harmony, is building business and making money provided the other end of the organization is functioning properly.

The protein test is being used successfully by some millers. They know its value, and how and when to use it. That is the key to their success.

Fall Meeting of Ohio Ass'n.

The regular Fall business meeting of the Ohio Grain Dealers' Ass'n will be held at Columbus Friday, Nov. 2d; headquarters at the Virginia Hotel, Southeast Corner of Gay and Third Streets.

The New Corn Crop will be the main subject for enlightenment and discussion. The officers write, "We are facing uncertain and unsettled conditions; the old crop is well cleaned up and is commanding prices that reflect adversely for safe and sane handling of the new crop."

HABANA, CUBA.—The firm of Valle, Dupeiro & Co. Lonja Del Comercio, is out of business.

Costs North Dakota Farmers 13.7 Cents to Market Wheat.

The North Dakota Wheat Growers' Ass'n has issued to its members a statement covering its wheat pool for 1922. The pool year ended June 30, 1923, and the statement shows that 3,000 members had wheat in the pool and that the total number of bushels pooled was 2,981,763.

A striking feature brought out in the report is that there was still on hand and unsold at the expiration of the pool year approximately 800,000 bushels of wheat, or between one-fourth and one-third of the whole amount pooled. Of course it is not possible to close up the pool of the year with so large an amount of the wheat unsold. In order to cover this unsold wheat, the Board of Directors directed that a deduction of 5 cents a bushel on all wheat be withheld from the pool owners until the 800,000 bushels are sold, when a final accounting will be made.

The cost of operating the pool, as shown by the statement rendered, was 13.7 cents per bushel, which is deducted from the returns due to the owners of the wheat. These charges are itemized as follows:

COSTS OF HANDLING BUSHEL OF GRAIN.	
	Per bushel cents.
Direct charges—	
Interest paid banks	1.2
Elevator handling and storage	5.8
Terminal handling and storage	1.7
Farm storage	1.9
Insurance and taxes	0.2
Total	10.8
Operating charges—	
Administration expense	1.0
Office upkeep	0.6
Supervision and statistics	0.6
"The Producer"	0.1
Maintenance of Duluth and Minneapolis offices	0.5
Total	2.4
Reserve withheld	0.5
Grand total	13.7

These charges represent the average cost of handling the 1922 wheat pool as paid by the wheat growers who had their wheat in the pool. The statement explains each item of the charge, as, for example, the interest charge of 1.2 cents per bushel represents interest actually paid by the association for money borrowed at the banks to make advances to growers during the life of the pool. The other direct charges in a similar way represent actual cash paid out directly for the items indicated.

The operating charges represent overhead expense like salaries, rent, travel expense, while "The Producer" represents the cost of publishing and mailing a paper to all members.

The ½ cent per bushel withheld as a reserve is a fund established to take care of any emergency that may arise hereafter and is withheld strictly in accordance with the "Growers' Marketing Agreement," which members have signed. In explaining the charges the statement says:

"The expenses as indicated are attached to any wheat which is marketed over the same period of time the pool operates. Whoever carries the wheat, whether the grower or the dealer, pays interest on the money the grain represents."—The Orange Judd Farmer.

Refund Refunded.

The refund of 18 cents a hundred to Callahan & Sons of Louisville, Ky., on 14 cars of oats to New Orleans, La., has been recommended by Examiner Witters of the I. C. C. for return to the Southern Railway.

When the oats were shipped in November, 1918, Callahan & Sons made a claim for refund down to the basis of the 15-cent rate from East St. Louis, Ill., to New Orleans and it was promptly paid, to put Louisville on an equality.

Later the railroad company alleged the equalization was limited by the tariff to grain going to New Orleans and Mobile "proper," making it inapplicable to export traffic.

Hi Overbidder Gets Some Old Iron in the Wagon Dump and it Goes to the Sheller.



Resumé of Corn Price Factors.

Chicago, Ill., Oct. 20.—Corn futures have advanced for a period of 13 months, since Sept. 1, 1922, to date, with the exception of May and June, 1923. The major trend of cash corn has been steadily upward for 23 months, compared with 12 months, the next longest upturn in 22 years. The longest decline of the cash in 22 years was for 17 months. It is more important after such a phenomenal advance to decide that corn has reached a price above which it may not have a commercial marketing value than to predict the extent of possible advances temporarily above such a level. But a study of the various factors is most important, and summarized, suggest the advance will end when signs of waning demand for or increased supply of pork appears. This is true because other factors are closely analogous to those of the past several months, with a few exceptions herein considered.

An intention of the producer to reduce farm hog supply and market corn at prevailing good prices has been somewhat changed by necessity of feeding considerable soft corn. This has checked what appeared to be a lower tendency of both hog and corn prices. It is highly probable, however, that this check is only temporary. When new corn starts the investor will be confronted with movement from a wide area of much well matured corn if new crop prices now indicated are maintained. Frost damage was limited to five or six per cent of the corn acreage since much corn was mature within the affected area. When one sees at first hand the urgent need of tenant farmers for cash, he knows that corn, if maintained at prices relatively above other grains, will be the cash crop. Oats, wheat, rye, barley and other crops are in strong competition with corn as feed.

While the almost phenomenal demand for hog products may continue for a time, in our opinion, any change is more likely to show a reduction than an increase. At present requirements for labor are easing in automotive, steel and a few other industries, and any curtailment in production may affect buying power of labor. We have apparently entered, or are about to enter, a rather general over-production

period. It is resulting in reaction from the rapid general revival of trade which ran from the middle of 1921 to April, 1923, and is caused by greatly enlarged plant capacity in almost every country except on the Continent. In an attempt to make these plants pay, the tendency is to produce too heavily. Exceeding consumptive requirements brings sharp declines in prices and profits, whether it be corn, automobiles or wheat.

For the next few weeks the market will probably be unusually sensitive to weather conditions as they may affect movement of the new crop, and to inclination of the grower to sell. A reversal of the market's trend might change present inclinations quickly.—R. O. Cromwell, *statistician, Lamson Bros. & Co.*

Russia Sold Grain to France.

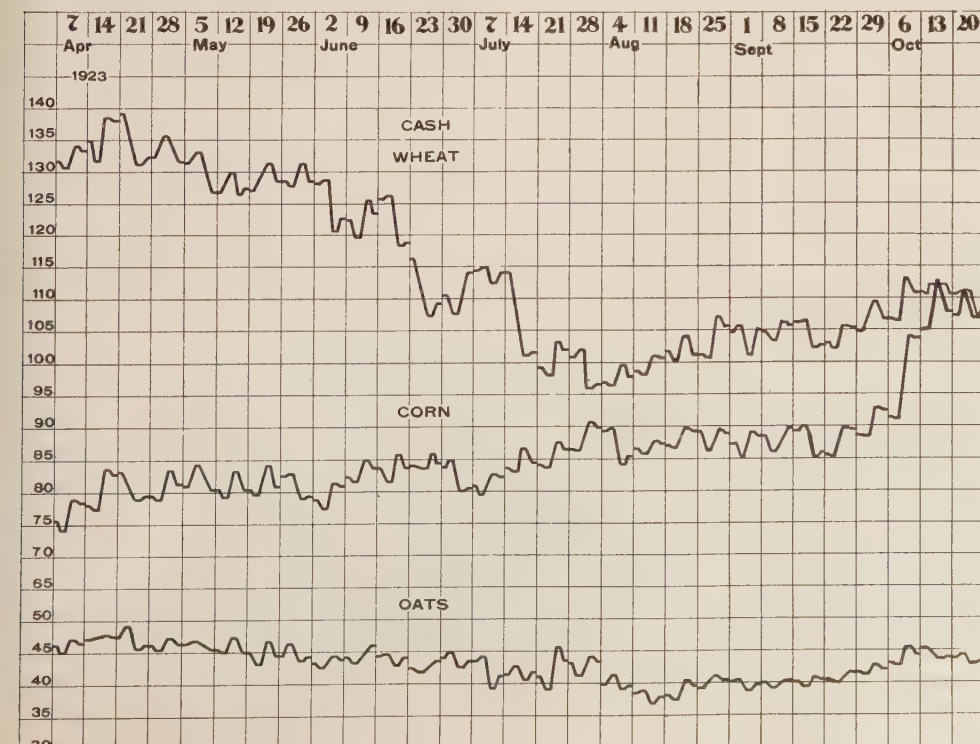
New York wires say a French banking group bought 100,000 tons grain from the Soviet Government, paying 500,000 pounds in advance. A later wire says the cable reporting the France Russian deal is under date of Berlin and states it is the first large transaction on the Tcher-vonez note basis; that the head of the Soviet banks had concluded a working agreement with the Union Parisienne Bank seeking to sell more large quantities of grain. Such being the case, Western and Central Europe are in a position to command much cheap grain from Russia which suggests a further check to the ambitions of critics of the American Grain Trade methods to find an outlet for a theoretical surplus.

Then again, why sacrifice our wheat abroad when current prices for American family brands of flour permit importation of Canadian wheat at a profit. A Kansas City item contends Canadian wheat can be laid down in Kansas City at substantially under the price of their dark hard winter.—Pope & Eckhardt Co.

Late advices are to the effect that a Russo-British Grain Co., composed of an equal number of Russians and Britons, has been formed to finance grain in Russian ports, warehouses and afloat, and market it in Great Britain, France, Italy and Southern Europe.

Cash Wheat, Corn and Oats Fluctuations from April 1 to Oct. 20.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

INDIANA.

Morristown, Ind.—Frost did not hurt corn; good crop of wheat.—H. G. Wolf.

Mt. Vernon, Ind., Oct. 18.—The corn crop is very backward as it was retarded by the cool, dry weather.—Farmers Elvtr. Co.

IOWA.

Chapin, Ia., Oct. 11.—The new corn crop will be very light and poor quality.—Farmers Elvtr. Co.

Marion, Ia.—Oats scarce; farmers are having them ground for hog feed. Corn going to be short in this locality.—Farmers Elvtr. Co.

KANSAS.

Mead, Kan., Oct. 15.—We had no crop this year at all, but have good moisture to start crop for next year.—A. W. Steen, mgr., Co-op. Elvtr. & Supply Co.

Wichita, Kan., Oct. 15.—About the same acreage of wheat will be planted in this territory as last year, but the weather the past month has been very unsatisfactory as we had a little too much rain.—Griswold Shaft Hay & Grain Co., C. C. Shaft.

MINNESOTA.

Stewart, Minn., Oct. 22.—Our corn crop here is running good this year and with a larger acreage than former years.—Stewart Farmers Co-op. Elvtr. Co., P. Dille, mgr.

Arco, Minn., Oct. 10.—The frost in this locality did not do a great deal of damage to field corn as same was pretty well matured when we got our first frost here. Of course late plantings and late varieties suffered some with a shrinkage of 5 to 10% on the whole crop as we might have had this much more if first frost had been ten days later. But still we have one of the best crops of corn ever had here.—J. F. Kruger, prop., Arco Elvtrs.

NEBRASKA.

Norman, Neb., Oct. 12.—The wheat crop is very light in this locality.—Joe Widdersheim, mgr., Farmers Union Co-op. Grain & Supply Co.

NORTH DAKOTA.

Tioga, N. D., Oct. 11.—The wheat crop light this year.—John Olson, Farmers Elvtr.

Rhame, N. D., Oct. 11.—Crops are light and grain business will be out in half of normal years.—Farmers Equity Union, C. E. Carlson, mgr.

Bisbee, N. D., Oct. 15.—The crop in this locality was very poor this season on account of heat and rust.—Bisbee Farmers Grain Co., Henry Hanland.

Wahpeton, N. D., Oct. 21.—Crops were very light here. In general, corn and flax was good; corn will yield about 40 bus., flax 8 bus. net.—Ira G. Moats, agt., Baldwin Flour Mills Co.

OHIO.

Latty, O.—Corn crop is good in our territory, expecting 80 bu. to an acre, but is pretty heavy yet with moisture.—Latty Grain Elvtr. Co. or Palmer Miller Grain Co.

Mt. Victory, O., Oct. 23.—Very little wheat sowed in this district this fall. Very little seed sown this fall. Corn just fair yield, average about 45 bu. per acre. Big acreage, but most of it will be feed.—Don. W. Einsel.

OKLAHOMA.

Nowata, Okla., Oct. 12.—The grain crop in this section was very light this year, consequently, we have devoted most of our time to the storing of prairie hay of which there was a good crop and of extra fine quality. We have between 5,000 and 6,000 tons stored and the grade is considerably better than last year.—Young Bros. Grain & Hay Co., A. D. Young.

SOUTH DAKOTA.

Brookings, S. D.—Best corn ever in South Dakota, which did not have any frost. Wheat crop not good; bushels too high, but milling quality low, 52 to 54 lbs.—Elmer H. Sexauer.

Plant Supervision

By E. H. KARP

Vigilant attention to the mechanical condition of elevators would materially reduce the operating expense. Some of our grain elevators remind me of an article on the automobile industry that I read recently. This article stated that the lack of attention to proper lubrication in automobiles reduced the life mileage of the privately owned car to from one-fourth to one-sixth of that of the cars of some of the taxicab companies. This article went on to say that one of the motor car manufacturers was now developing a non-friction bearing to lengthen the life of the average car. This is indicative of the necessity for careful lubrication of all machinery, and shows one more of the benefits that the automobile has bestowed on the industrial field.

The usefulness of the engineer is not apparent to most of our grain elevator owners and operators. By engineer I mean the man who by reason of his technical education and training is capable of designing an elevator and its equipment. The only time the average owner or operator thinks of the engineer is when he wants a new plant. When the plant is completed he promptly forgets him, unless there is some thing that does not work to the owner's satisfaction. Then he proceeds to tell the world what numbskulls engineers are. This is the fault of both the engineer and the owner, for they have not become acquainted.

None of us have a monopoly of knowledge, and each of us can learn some things from the other. The owner, or operator, knows what he wants, but has difficulty in conveying his ideas to the constructor so the engineer puts the ideas on paper for him, and there as a rule the relationship ends. This should be the beginning, for there is never a big machine that works perfectly, or even satisfactorily from its first operation. There are certain adjustments that have to be made, many of which are not apparent for some time.

The elevator, or any of its allied plants, are assembled from parts by many different manufacturers. These parts must work harmoniously when assembled, or immediately there is an additional charge for operation that continues until the parts are worn out, or an adjustment made. I have seen motors burnt out from overload due to friction alone. Another case in mind was a fifteen horse power motor in use in a plant where the friction load on apparatus driven by the motor was eighteen horse power until a small adjustment was made. Then the friction load dropped to less than one horse power. Some of the difficulties may not develop for months. There are high points that must be worn down, and low spots that must be filled in, which generally tend to a more economical operation of the plant.

The engineer who designs a plant in many instances does not see it in operation for any length of time. The result is that he may continue to use an idea or machine that he would reject if he could see it in operation for a short time. This same idea may be one that the owner insisted upon. Something seen by him in successful operation under different circumstances. The operator or owner is usually to blame for this situation, for in most instances he does not give the engineer the opportunity to investigate the merits of an installation. He goes along for years knowing that at approximately a certain time he must build a new plant. Finally he decides the time has arrived. He goes to an engineer with his ideas, and expects to have men digging for the foundation the next morning. He does not realize the volume of calculations and preliminary work that must be done before anything final can be drawn up. Neither does he realize that in some cases a hundred or more drawings must be made, which take from a day or two to a couple of weeks apiece.

The engineer's fee is not large enough for him to continue to visit the plant from time to time and see that it is working properly, or to find out what difficulties have been encountered during operation. Very few, if any, of the larger elevator operators would be justified in maintaining a full time engineering organization, as the cost would be out of proportion to the saving made. They would, however, be the gainer if they entered into an arrangement with a capable engineer to make periodical inspections and reports as to the physical and mechanical condition of their properties, and as to their administration.

Many operators have plants distributed over a large territory, and it is impossible for their executives to make these inspections in person. The men operating the individual plants may be capable and honest, doing their best to make the plant a paying proposition. Under these conditions the intelligent co-operation of an engineer making periodical inspections would be of advantage to both operator and employee. He would be in effect a sort of general superintendent. A certain amount of such service is now provided by manufacturers of equipment, but is only done at the solicitation at the operator, and only covers their own machines.

An engineer thru his associations with other engineers and other plants has an opportunity to observe different apparatus and methods of operation which would not come to the observation of the average superintendent. There is practically nothing in the way of books or other literature on grain elevators, their design, maintenance, or operation. This is a handicap to the superintendent as he does not have the opportunity to see the various improvements that are being made. A proper co-ordination of the experience of the engineer, and the superintendent would be a great help to the operator in providing more efficient and economical operation.

In the design of new, or the remodeling of existing plants the engineer who has been in close constant touch with the operator and his plants is in a better position to satisfy the requirements than one who has been called in for any certain development. He knows what has been done by the operator in the past, and is in a better position to incorporate the best ideas for construction, arrangement and equipment in future improvements.

The routine work of such inspections should include a careful inspection of the plant from top to bottom, paying attention to the condition of equipment, repairs and replacements needed, cleanliness of the property, disposal of surplus equipment, power consumption, proper care and use of equipment, lubrication, fire protection, and safety devices.

In addition to the periodical inspections a weekly or monthly report should be made as to the amount of material handled in the various operations, the total labor cost, total power consumption and cost, also all other operating costs. These should be tabulated and a record kept. This would provide unit costs for operation. Any variation from the average could be investigated and remedied. An investigation could be made for the owner or operator of any new machines, or labor saving devices, that may come to his notice. Tests could be made of all kinds of equipment and the results made known.

Every elevator generally has some equipment not in use or that has been discarded that will often be of use at another plant. Under a correct inspection system a record should be kept of all surplus material, and it would be available for use at any time. This would be particularly true in the event that the engineer were to purchase or supervise the purchase of all repairs and replacements.

The engineer would also be a clearing

house for the dissemination of new ideas in equipment and operation. Some operators would take exception to this as they are desirous of keeping their developments to themselves. Again we can turn to the automobile industry for a lesson. This industry thru a national organization, with a membership of practically all the larger concerns, has a free interchange of patents and ideas, and has found it to the mutual advantage of all members.

Various experiences of the writer have brought these points to him very forcibly. It might be of advantage to cite a few of them. There is a certain type of equipment in use in most of our larger elevators that is a decided asset to the operator. This machine is manufactured by a number of different concerns in slightly varying forms. Each manufacturer claims his apparatus to be the most efficient. To the best of the writer's knowledge only one comparative test has been made and the results of that have never been made public. In a talk with the engineer making the tests I learned that they had never been completely carried out, but showed the superiority of one of the installations. At the present time these various makes of machines are being installed simply on the recommendations of various users without any positive data as to their efficiency. A couple of tests made under the observation of an engineer for the operator would probably be paid for out of the saving in cost of operation the first month.

In another instance a certain deficiency in an otherwise good and well-meaning superintendent was disclosed. The writer had no connection with the operator, but had occasion to inspect the elevator quite often. A certain amount of friction was noticeable among the men, but it was hard to cite any one thing that was the cause of it, and until it showed in the beginning of damage to the property it was none of the inspector's affair. The trouble began with friction between the millwright and the oilers. With the very good intention of smoothing things out the superintendent arranged it so that both the millwright and the oilers would report direct to him. As he did not follow things up it ended in the oilers neglecting their work. In the meantime a new superintendent took charge and when on an inspection about one-third of the bearings in the house were found to be running hot the inspector went to the superintendent and gave him the facts. The oilers were again placed under the millwright's direction with a warning to tend to business and the trouble was cleared up.

At another time in testing motors on a number of legs which were identical as to capacity, length and form of drive there was found to be a great variation in power consumption in the different legs when running empty due to friction alone.

All of these things effect the cost of operation, and with present labor prices and competition every item of cost must be watched. This justifies the procedure advocated and would in all probability effect a considerable saving in operation at a reasonable cost. Supervision is in operation in a modified form in several concerns and has proved its usefulness.

Too much wheat is in sight. North America has too much wheat in sight for a bull market. Visible supply is flirting with the sixty million bushel mark. Cash demand is good for choice wheat, but the lower grades are a weight on the market. Canada holds the whip hand. They have the biggest crop on record. It is just starting to move. Hedging pressure will increase. Will outside trade increase? Speculators will be called upon to carry a big load. They will probably be rewarded later, but we must have an active export demand between now and the first of the year. Wheat should make its low point sometime within the next two months. Confidence received a chill when the Canadian Bureau of Estimates guessed the Canadian crop at 471 millions. While this wheat is moving wheat will be a sale on all rallies.—C. A. King & Co.

Cement Stave Storage Tanks.

BY CAL.

The eight grain storage tanks connected with the elevator of the Sedgwick Alfalfa Mills, at Sedgwick, Kan., illustrated herewith, embody a type of cement construction that is comparatively new in grain elevators although well known in farm silos.

The units out of which these tanks are built are termed "interlocking cement staves." They are made of Portland cement and sand after the manner of cement building blocks, although their shape is materially different and the mixture of one part cement to three parts sand is richer than that used for ordinary blocks. Each stave is 10 inches wide, 28 inches high, and about 2 3/4 inches thick. They are molded "male" and "female," that is, some staves have concave edges while others have convex, so that interlocking edges are obtained. In addition, the ends are made in the shape of an irregular curve to provide broken instead of straight lines at the horizontal joints.

Each of the eight bins is of about 3,850 bus. capacity, and there are three small interstice bins.

The company has used a single stave tank for something like two years, and it is claimed that the only trouble it has given is to admit a slight amount of water on the northwest side where the sun reached the walls only a very small portion of the time. The builder of the tank uses a substance which is called "liquid glass" to coat or paint the exterior walls after erection, and a second treatment with this material is believed to have stopped that leak.

In addition, the interior surfaces of all tanks are covered with a rich cement mixture which is described as giving a smooth and unbroken appearance, and being practically impervious to water.

The tanks are reinforced by heavy round steel hoops placed around the outside as is shown in illustration, and at the laps the ends fit into legs which are termed selfdraining. Tension is obtained by nuts which turn against the lugs to draw the hoops tight. Around the bottom of the tanks the hoops are spaced about 5-inch centers, this distance gradually increasing toward the top.

The frame elevator which adjoins the tanks is iron clad. It has one main leg and another shorter leg, each having about 3,000 bus. per hour capacity. The main leg serves for loading out purposes, while the short leg runs between the scale and the spouts and conveyor which place grain in the tanks. Its operation is such that grain which is received by car can be lofted to the scale with the main leg, then dropped and re-elevated with the short leg and placed in storage.

The four tanks which are nearest the elevator, as well as all bins in the main house itself, are reached by means of spouts. A belt conveyor running in a gallery above the bins fills the four more distant tanks. Grain is removed from the tanks by means of a belt conveyor in a tunnel below the tanks.

All machinery is electrically driven. One 10-h.p. GE motor drives the main leg; the short leg and upper conveyor are driven by a 5-h.p. GE motor; and a 7 1/2-h.p. GE motor is provided for the cleaner and lower conveyor.

Other equipment included in the plant is an 8-bu. Richardson Automatic Scale and a Truck Dump.

The company receives grain from farmers' wagons, and is operating the plant for storage purposes under contract with the Wheat Growers' Ass'n. Some of this latter wheat comes in by wagon and truck, while other supplies arrive by rail.

In addition to the plant shown, the company also operates another that was formerly used as an alfalfa mill, the old machinery still remaining in place. The principal use now made of the plant, however, is the handling of various kinds of seeds, these including alfalfa, Sudan grass, sweet clover, cane, millet and pop corn. A combined carlot and less-than-carlot business is done in these commodities, and the plant contains the necessary cleaning, bagging and other machinery.

Control of Grain Trade.

Wherever Grain Exchanges are efficiently organized trading is now beyond legal question under federal control. Congress has said Grain Exchange operations are "susceptible" of abuse, hindering interstate commerce. It has placed such operations under the management of the Department of Agriculture. That department says, "It will deal promptly with and speaks with authority concerning them."

A year ago the Supreme Court gave what Senator Capper, momentarily depressed, called a "knockout" to a similar bill. It had precisely the same objects. It was mistakenly based on the federal power to tax, like the Child Labor Act. It was proposed through taxation to rule or ruin the Exchanges. *Barron's* then said, "Some other route to state socialism than taxation must be tried."

It was, promptly. Congress based its second and successful effort at federal control on a declaration that the grain trade was "affected with a public interest," on an innuendo that the Exchanges had through manipulation hindered interstate commerce, and on an unambiguous statement that they might.

On the strength of the Stockyards cases and many analogies, the Supreme Court has held grain trading on Exchanges to be interstate commerce. Therefore, it is business subject to federal control. In the existing state of law and the extent to which industry is now so controlled, it seems too much to have demanded a judicial challenge of the legislative averment. The law does not regulate. It controls. So do the Transportation Act and many other laws enacted since the forgotten days of the seven weird and mysterious sisters.

Exchange control is now the law. It adds another to the long list of statutory reasons why the government of the United States may talk getting out of but must stay in business. The President's chief duty is to execute the laws of the United States and advise Congress on the state of this union.

Complementing the new rural banking system, great good will follow from both. Dwindling wheat exports and advancing prices neither last year nor this have been regarded. The farmers are now about to learn the Treasury, Agricultural, Commerce and Law depart-

ments together cannot sell an ounce of anything at our own price, unless the world cannot get it anywhere else at a mutual price. The League of Nations could not do that. It would not even try.

Yet, let none mistake the virtues of the law. It creates a political relation between the farmer and government even more persuasive than that between railroad labor and the government under the Transportation Act. Bull corners and manipulation are to be "dealt with" no longer by Exchange bodies. Washington must do it. Certainly no private governing body of any designated market would dare take the initiative. And it will take a bold Washington to do so.

Full obedience to the law will hasten its repeal. Its benefits can be overestimated. The law does not legalize such trading in futures as but for it would be locally illegal. The Department of Agriculture must be consulted and obeyed. It says the Act "does not interfere with hedging and ordinary speculative buying and selling of futures." Indeed the Department is to designate the very spots where dirt (and perhaps a few arm-chair) farmers may gamble in mild manipulatory moods without the handicap of initial loss through profit-devouring commissions.

That steady assurance does not, however, end the matter. The department "will observe, inquire into and deal promptly with corners, manipulation and false reports." To do so, it will "speak with authority concerning all Exchange operations."—*Barron's*.

A RUSSIAN MONOPOLY of grain and oil seed exports has been granted by the Soviet government, states Reuter, quoting the "Ost Express," to the Exportchlieb, a company to which belong the important co-operative organizations of the grain trade. The monopoly has been granted in order to put a stop to the activities of members of the Exportchlieb who have been trading on their own account.

Buy Wheat on Breaks.

It's about time for us to forget the world's statistics on wheat. Wheat should be selling at 90 cents on those figures, but instead it is selling at \$1.08. It indicates to us we are looking thru the wrong glasses and it is dangerous to be short wheat. Some unknown force is at work.

Will our supposed surplus fade away like smoke? Are we closer to a domestic basis than we realize? We talked to millers and grain dealers here about wheat from Michigan. They all say they have brought practically nothing. One large miller said they usually bought on an average 1,000 cars a year out of Michigan. So far on this crop they have bought one car. Grain dealers admit they have bought only a few scattered cars.

A Michigan miller says he has ground 15,000 bushels of wheat into feed for the farmers. The invisible decrease in supplies on this crop is likely to be a great shock to the shorts. We are evidently not burdened with wheat. Our surplus of wheat should be figured on a domestic feed basis.—C. A. King & Co.



Elevator and Cement Stave Storage Tanks of Alfalfa Mills, Sedgwick, Kan.
At Right is Shown Small Section of a Stave Tank with Its Supporting Rods.

By C. A. LOVELL

Each form is bound in duplicate and the originals are perforated along the left hand margin. By using carbon paper the agent ob-

When a customer asks for his grain check his ledger account shows the quantity of grain he has delivered which has not been settled

The blank space at the right side of the Grain Journal can be used for the same purpose, and

[illegible]

in either case a perpetual inventory can be set up that will eliminate all necessity for guess-work.

If only one kind of merchandise is handled a similar inventory can be improvised on that form; but where several kinds are carried it might require a separate book.

The checks used by the Inland Grain Co. are modified forms of vouchers, and they are made in duplicate to permit the agent to retain a copy of his work. One significant feature is a space upon each check which reads "Payment of Contract No. ———." It will preclude the danger of having a customer return later and declare that he has not received payment for all the grain sold under a given contract; while if no contract exists it is a simple matter to ignore that part of the check and fill in the other blank spaces in the usual way.

A stub which goes with each check carries the following notice to the agent: "Use an indelible pencil. Don't fail to inclose copy of check with settlement report."

Adulteration and Misbranding.

Albers Bros. Milling Co., San Francisco, Calif. shipped into Hawaii rolled barley containing oats, wheat, cheat, smut, corn, and miscellaneous foreign material. Misbranding was alleged because the label "Rolled Barley," on the sacks was misleading and incorrect. The company entered a plea of *nolle contendere*, and paid a fine of \$200.

E. P. Mueller and Paul Debs, Chicago, Ill., shipped on different occasions pea and barley feed, fine ground flax screenings, and barley and flax, all of which were adulterated and misbranded. Analysis of samples showed the articles adulterated by large quantities of foreign material. A plea of guilty was entered, and a fine of \$150 imposed.

The Prairie State Milling Co., Chicago, Ill., shipped into Pennsylvania, West Virginia, Indiana, New York and Ohio feed labeled "Emerald Brand Horse Feed, made from Rolled Oats, Cracked Corn, Rolled Barley, Alfalfa Meal, and Molasses," and "Greenfield Brand, made from Alfalfa Meal and Molasses," containing scarcely a trace of rolled barley, and most of the shipments were freely adulterated with rolled hulls. On a plea of guilty, a fine of \$1,000 was imposed.

Planters Oil Co., Albany, Ga., shipped cottonseed meal into Florida containing at least 33 per cent of cottonseed hulls, 15.50 per cent of crude fiber, and 33.75 per cent of protein. Misbranding was alleged because of misleading and incorrect information printed on tags attached to the sacks. A fine of \$150 was paid.

The Eastern Cotton Oil Co., Edenton, N. C., shipped into Virginia, and later into Maryland, 143 sacks of Cottonseed Meals, seized in Maryland as being adulterated and misbranded. **Gambrell & Carlin, Inc.**, Boyds, Md., appeared for the shippers, and judgment of the court was entered ordering that the product be released, to the claimant, upon payment of the costs of proceedings, and the execution of a bond in the sum of \$1,000, conditioned in part that the product be properly branded.

Hayes Grain & Commission Co., Inc., Chicago, Ill., shipped cottonseed meal in sacks into Michigan, misbranding of which was alleged

for the reason that the quantity of the contents was not marked conspicuously on the outside of the package. A plea of guilty was entered, and defendants paid a fine of \$50.

Best-Clymer Mnf. Co., South Fort Smith, Ark., shipped 65 sacks of sweet feed into Texas, misbranding of which was alleged because tags on the sacks represented the protein and the crude fat contained in the feed as greater than was actually the case. No claimant appearing, judgment of condemnation and forfeiture was entered, and it was ordered by the court that the product be sold, or destroyed.

The Mississippi Elevator Co., Memphis, Tenn., shipped into Georgia 500 sacks of horse and mule feed, which was found on examination to be mixed with a substance low in protein and fat, and containing excessive fiber, so as to lower the quality of the product. Misbranding was alleged because the statements borne on the label represented the feed to contain a higher protein and fat percentage than was the case. Upon the execution of a bond in the sum of \$500, the product was released to the Mississippi Elevator Co., claimants.

C. A. Babcock Co., Portland, Ore., shipped into Washington 135 sacks of shorts, alleged adulterated for the reason that bran and oat hulls had been mixed with the product. Misbranding was alleged because the article was an imitation of and was offered for sale under the distinctive name of another article. No claimant appearing for the property, judgment on condemnation and forfeiture was entered, and the product ordered sold by the U. S. Marshal.

Humphreys-Godwin Co., Augusta, Ga., shipped into Massachusetts, cottonseed meal that was alleged adulterated for the reason that a substance low in protein had been mixed with the product. Misbranding was alleged for the reason that statements borne on the sacks were false and misleading. The Humphreys-Godwin Co. appearing as claimant, and filing a satisfactory bond, the product was released on payment of costs.

Oklahoma's New Warehouse Laws.

The last Oklahoma legislature passed two State Warehouse bills, one known as the "Cordell Bill" provides \$1,250,000 to assist farmers' organizations in building warehouses where needed for the storage of grain, cotton, broom corn, and other farm products. This bill is in litigation and has not yet become effective.

The other, known as the "Disney Bill" is now in operation. Under this bill any elevator or warehouse that is in good financial condition may be licensed to operate as a State Bonded Warehouse by being properly bonded to the State and complying with the insurance requirements; storage certificates may then be issued against the stored commodity, that are negotiable. Under this warehouse arrangement grain may be stored in any elevator that is bonded and money borrowed on the storage certificates by its owner. Before certificates are issued the grade of the commodity must be determined under the federal grades by the State Cotton Grading and Grain Inspection departments.

The State Warehouse bills operate under the direction of the State Board of Agriculture.

Concrete Elevator with Least Explosion Hazard.

The reinforced concrete elevator of the Kehlor Flour Mills Co., at St. Louis, Mo., which is shown in the engraving herewith, was especially designed to secure the best fire risk possible to be secured in a reinforced concrete plant. This has been so well accomplished that the building carries a much lower rate of insurance than the average reinforced concrete structure thruout the country.

One of the methods taken to accomplish this end was the unusual departure of making the heads, boots and leg casings of the elevators of reinforced concrete instead of wood or steel.

Another departure is the construction of the stairway running from the first floor to the roof, outside of the building, with which it has no connection to the inside, except by a passageway from each floor to the outside of the building, so that in case of fire no smoke from the structure could enter the stairway.

Another improvement that minimizes the explosion hazard is the covering of the tops of the bins with reinforced concrete slabs, thereby preventing floating dust from going from one bin to another. Grain is admitted to bins thru manholes with steel covers, thereby preventing any possible dust explosion. This aids to keep the temperature within the bins practically uniform, both winter and summer, tending to keep the grain in better condition than in open top bins.

The head house has a storage capacity of 100,000 bus., and the tank structure has storage for 500,000 bus., the arrangement allowing for additional tanks to hold 500,000 bus. more.

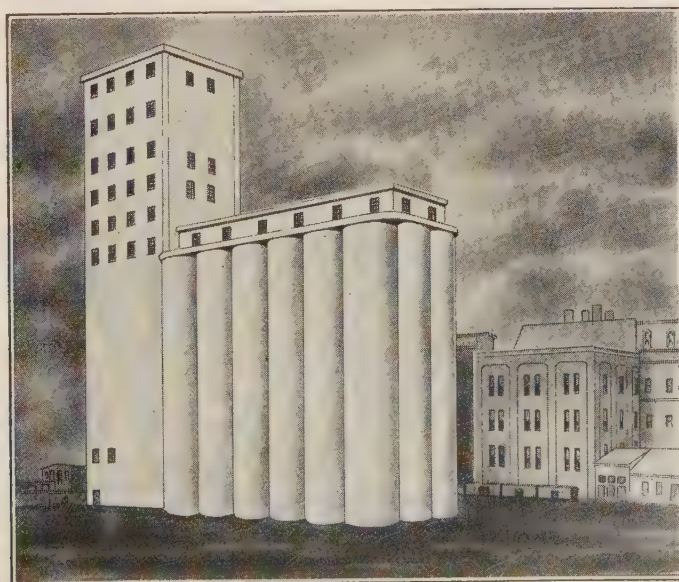
The bins are 53 in number, 21 being in the head house, while the remainder are the three rows of 18 tanks with their interstice bins, of which there are 14.

The foundation was made by driving 750 piles of reinforced concrete, the piles averaging 22 ft. long, 18 inches across at the top and 9 inches at the lower end, tests showing their weight sustaining power to be 80,000,000 lbs. Seven feet above the top of the main slab are the suspended hoppers of the bins, allowing a clear circulation of air underneath all bins. The distance from top of slab to under side of roof of head house is 210 feet, and from top of main slab to top of cylindrical tanks 115 feet.

An electrically driven transfer table at the end of the head house facilitates the transfer of cars between the 5 switch tracks leading into the house, three of the tracks being on one side and two on the other side of the house.

Grain unloaded is elevated by two 10,000-bu. legs, one on each side of the head house. One leg of 10,000 bus. capacity is for turning, and two legs of 4,000 bus. capacity each are for grain going to and from cleaners. Under two 3,000-bu. garners are two 2,000-bu. hopper scales with type-registering beams, and the grain from either scale can be delivered to any of the 53 bins or to cars on either side of the structure. At the top of the storage bins are two carrier belts with two trippers and below are two conveyor belts. The house is virtually built in two sections that can be operated independently or at the same time. Twelve electric motors provide individual drives and range from 10 to 80 h.p. Besides the outside stairway there is a continuous belt elevator for employes from first to top floor. The house was erected by the R. C. Stone Engineering Co., which is responsible for many of the up-to-date grain elevators in the vicinity of St. Louis.

It is thought that approximately 543,000 short tons of grain of all kinds, including oats, corn, barley, wheat and rye may be exported from South Russian ports, contingent upon the making of needed repairs at the ports. The All-Ukraine Congress estimates the export capacity of the ports of Odessa at 108,300 short tons; Nikolayev, 108,300 short tons; Theodosia 81,250 short tons, and Sebastopol 36,100 short tons.—U. S. Dept. of Agriculture.



Reinforced Concrete Head House and Storage Tanks of Kehlor Flour Mills Co., at St. Louis, Mo.

Wheat Marketing Pools Can Not Boost Prices or Help Producers

By Frederick B. Wells, Minneapolis

Farmers, lawyers, merchants, bankers, political economists and politicians—principally politicians—have been called to Washington to offer suggestions for the relief of the wheat grower, but the grain trade, which is so closely in touch with the grain situation and so intensely interested in marketing problems, have not been asked for information or for suggestions. Consequently, the views of the grain trade on this serious economic problem have not come to public notice.

If the grain trade were to be asked for its ideas as to what is to be done for the wheat farmer, their reply would be based upon sound economic principles and would not be tinged by any thought of political expediency.

Co-operative marketing under certain conditions, and subject to certain rather definite limitations, is a valuable agency for the distribution of agricultural products, but the success so far attained by the tobacco co-operatives, the California fruit co-operatives and the cotton co-operatives are the result of conditions which differ essentially from those existing in the production and marketing of wheat. It is necessary to consider the nature of the crop to be handled, the factors which determine its price level and the area within which it is raised in order to arrive at an intelligent opinion as to the best method of distribution to be employed for the benefit of the producer. Consider the conditions surrounding those products which have been marketed co-operatively with a certain degree of success and then compare the wheat situation before making the assertion that the wheat growers would receive the same benefit from co-operative marketing that have accrued to the fruit growers of California and the Burley tobacco growers.

The grain trade of this country is not opposed to co-operative marketing; it believes that, subject to certain limitations and under well defined conditions, co-operative marketing affords a very valuable means of distribution, but the grain trade is opposed to any movement tending to build false hopes in the minds of the wheat producers of this country and it is firmly of the belief that no system of marketing can alter materially the price level of wheat in this country. Twenty-five per cent of our wheat crop is available for export. The price obtainable for this surplus in the world's market determines the domestic price of the entire crop.

The cost of raising this surplus is materially in excess of the cost of competing offerings of wheat. The farmer in the United States can not raise wheat profitably for export in competition with low cost producing countries, where labor and land values are materially lower and where the standard of living is such as would not be tolerated by our agricultural population. Under these conditions, it is obvious that the solution of the wheat farmers' troubles lies in the reduction of production until it reaches a proper relation to domestic consumption and the maintenance of an import duty sufficiently high to bar out importations of wheat.

If the grain trade were asked to make recommendations for the relief of the great growers' situation, I believe that their reply would be to raise the import duty on wheat to 50c a bushel to protect our producers against an avalanche of wheat from the Canadian northwest, and, at the same time, start an intensive campaign for the reduction of wheat acreage, particularly in those sections of the country which during and since the war have increased their acreage to a very great extent over that under cultivation in wheat prior to 1914. Any movement which tends to enhance the price of

wheat in this country artificially will inevitably increase the production and, in the long run, the position of the wheat farmer will be worse than it is today.

You cannot lose sight of the fact that the competition in the world's wheat market will unquestionably be keener as years go on than it is now. Russia is rapidly coming back to production. The Argentine is increasing its acreage. Canada has tremendous untilled areas suitable for the production of wheat and, owing to its higher yields per acre, can raise wheat at less cost than the United States.

It is claimed that the so-called orderly marketing resulting from co-operative organization is of immense benefit to the producer. This unquestionably is true in the case of commodities for which no well organized marketing machinery exists, but the present machinery for the marketing of wheat has accomplished all that the advocates of orderly marketing desire, as is evidenced by the fact that over a period of 59 years the average price of wheat during the months of heaviest marketing, as compared with the average price during the months when stocks are practically depleted, shows a difference of barely enough to pay the cost of carrying the grain—i. e., interest, insurance and storage from the period of the peak movement to the period of supply exhaustion.

The cost of handling grain under the existing marketing system and under the co-operative system. Co-operative costs covering a period of years are not available, but it can be stated without fear of contradiction that for the last 15 years the gross cost of handling wheat from the producer to the terminal market under the existing system has not, on the average, exceeded 5½c a bushel, while such reports as are available from various pool operations indicate a total handling cost of from 11 to 15 cents a bushel. Obviously, no economy in the cost of handling can be anticipated from co-operative organization.

That there are advantages in the organization and operation of local associations is not to be denied, but these advantages are largely educational and however desirable, do not tend to change the economic position of the wheat farmer. The same is true with regard to the organization of co-operative sales agencies at the terminals and the grain trade offers no opposition to either of these forms of co-operative activity.

There is no disposition on the part of the grain trade to scoff at any innovation in marketing, but, in all fairness, it is wrong to hold out to the farmer the prospect of securing a better price for his wheat through co-operative marketing based on the record of such success as has been attained in the marketing of specialty crops through co-operative organization.

The acreage seeded to wheat in 1922-1923 was 11,000,000 acres greater than the average during the prewar years 1909-1913. If this land could be returned to the uses for which it was formerly employed, and the duty on wheat be raised to, say 50 cents per bushel, the problem of the wheat farmer would be solved and there would be no distressing after effects which would inevitably result from a change in the system of marketing or from inflation in price as the result of operations which are economically unsound.

As regards any service rendered by the grain trade to the producer, I would call attention to the fact that the grain trade, in connection with the milling trade, were the pioneers and financed the campaigns for seed improvement and rust eradication; that, whenever any section of the country has suffered serious crop disasters, the grain trade has come forward

with large donations for relief, and that, through the efforts of the grain trade and because of their financial assistance over 50 per cent of all the local grain elevators in the northwest are owned, controlled and operated either by farmer elevator companies, co-operative companies or local independent dealers.

The importance of an increase in the import duty on wheat should be apparent to all. The northwest markets are now practically on a basis which permits of the importation of Canadian wheat, and action should not be delayed. If the authorities in Washington wish the advice, suggestions and co-operation of the grain trade, it is theirs for the asking.

Validity of Farm Buro Contract Again in Court.

The Supreme Court of Texas on June 30, 1923, reversed the decision of the court of civil appeals in the suit by the Texas Farm Buro Cotton Ass'n against J. C. Stovall for the enforcement of his contract to sell all his cotton crop thru the Ass'n.

The lower courts had decided against the Farm Buro on the ground the contract was one-sided, not guaranteeing Stovall anything definite, and that his objection that he was not promised any certain price, warranted his refusal to deliver his cotton.

The Supreme Court said: We think the price to be paid under this contract is sufficiently definite and certain. The price is to be defendant in error's proportionate share of the net proceeds from the sale of the pool, or pools, in which his cotton may be placed. This is capable of ascertainment. Under the contract, the Ass'n must resell the cotton. The amount obtained from this resale is to be determined, not by any further negotiations between the parties to the contract, but by external standards—that is, market conditions. As soon as the pool has been sold, the gross proceeds become definite and certain. From these proceeds certain expenses are to be deducted. The deductions are named or specified in the contract, and may be easily ascertained. This method of determining the net proceeds of goods sold on consignment or commission is a familiar one, and no reason has been given why it should not be used to ascertain the price of goods delivered under a contract providing therefor. The liberty of contract is not to be lightly restricted by the application of technical rules.

It is insisted that this contract is unenforceable in equity at the suit of the Ass'n because of lack of mutuality of remedy. The contract before us was authorized by the statute which gives the Ass'n the remedies of specific performance and injunction. Vernon's Civil Statutes, 1922 Supplement, article 14½s.

The statute having authorized these remedies, whatever may have been the rule in equity, the statute will control. R. S. art. 4643; Sumner v. Crawford, 91 Tex. 129, 41 S. W. 994; Lakeside Irr. Co. v. Kirby (Tex. Civ. App.) 166 S. W. 715, 717 (writ refused); Sullivan v. Dooley, 31 Tex. Civ. App. 589, 73 S. W. 82, 84; Brown v. Staple Cotton Co-operative Ass'n (Miss.) 96 South. 847; decided June 4, 1923, and not yet [officially] reported.

Aside from the statute, the plaintiff in error, because of the contract and the nature of its business as a co-operative concern without capital stock, would be entitled to equitable relief. Oregon Growers' Co-operative Ass'n v. Lentz (Or.) 212 Pac. 811; Washington Cranberry Ass'n v. Moore, 117 Wash. 430, 201 Pac. 773, 204 Pac. 811; Grant County Board v. Allphin, 152 Ky. 280, 153 S. W. 417; Phez v. Salem Fruit Union, 103 Or. 514, 201 Pac. 222, 205 Pac. 970; Owen County Society v. Brumback, 128 Ky. 137, 107 S. W. 710; Tobacco Growers Co-operative Ass'n v. Jones (N. C.) 117 S. E. 174.

We have concluded that none of the propositions urged against the enforcement of this contract are tenable, that the trial court erred in sustaining the exceptions to the plaintiff in error's petition, in holding that the contract was unilateral, uncertain in its terms, not susceptible of specific performance, and in dismissing the petition; and that the Court of Civil Appeals erred in affirming the judgment of the trial court.—252 S. W. Rep. 1101.

BUREAUCRATS in Spain were thrown into a panic recently when the new government decreed that all government employees must report for work at 9 a. m. and be on duty until 2 in the afternoon. Prior to the order great numbers of officeholders had been doing no work whatever beyond signing the payroll once a month, which ideal condition is one for which the bureaucrats in the United States are striving

Telephone Rates and Service.

[From an address by Eugene S. Wilson of New York before the Grain Dealers' National Ass'n at Des Moines.]

Both you and the telephone industry which I represent are interested in the effort to provide the lowest possible telephone toll rates. I believe that here we will find ourselves on common grounds, as our effort is to give you the best possible telephone service at the lowest possible charges for such service.

Back in 1876 there were no telephones. It was admitted that it might be possible for one man to talk to another at the end of one line, but there were no switchboards, no central offices, and none of the other inventions which make our intricate telephone system of today. In New York City alone today the number of telephones exceeds the number which were in the whole United States in 1900. This is merely to give you a perspective of the growth of the telephone business.

The financial problems of the telephone company today are very vital. As you probably know, there are some twenty-five companies associated with the Bell System, including the American Telephone and Telegraph Company. About 5,000,000 telephones in this country are owned and operated by other than Bell companies. These connect with the Bell lines, making about 15,000,000 telephones in the Bell System of this country today. The other 10,000,000 of the 15,000,000 are operated by local Bell companies such as the Northwestern Bell here in Des Moines, by the Illinois Bell Company in Chicago, and other similar companies in all parts of the country. These all make up the Bell System.

The demand for telephones in this country is of such a nature that an added investment of \$200,000,000 in new capital is needed every year to enable the Bell System to meet the continually increasing demand for service.

The problem was to increase the revenues. They devised what is now in effect—the classified toll service. They faced the question of raising and leveling rates or giving a preferred classification. They finally made a general classified schedule to show the different classes of long distance telephone service. Throughout the United States the classification was put into effect in an effort to meet increased costs of materials, wages and other expenses. You will be interested in knowing that \$247,000,000 was spent in wages by the Bell System last year.

The increase in rates brought about by the classification of calls is, in money values of today, only 15 per cent over what our rates were in 1913. Expressed in terms of other commodities, the rates are today 30 per cent below the increase in other commodities since 1913. Compared with wholesale prices, telephone rates today are 28 per cent below 1913 prices.

The stock in which the 9 per cent dividend is paid, represents only about one-third of the outstanding indebtedness. Also, in the American Company there has been paid into the treasury forty millions of dollars in excess of par by the stockholders. This they did not allow to be taken out, but it has been reinvested. In addition, the reserves to take care of the various expenses such as depreciation of plant, obsolescence and matters of that kind have been reinvested and kept at work.

Now, when we issue stock to pay for this needed additional investment of \$200,000,000 each year, we want to make sure that this stock will be taken in order that we can supply the needed service. This is the financial problem of our business, and a return on the investment should be paid that will enable us to sell this stock, make the needed improvements and additions and thus give service.

Particular Party Calls Costly.—We find a great use of the "particular party" calls and with these, go the report charges when the call is not completed thru no fault of the telephone company. One of these studies showed also

that out of 63 calls the man wanted was found at the other end of the line in 60 cases, and in the three other cases the calls were made at the lunch hour and the men wanted were out at lunch. These calls, all of them, could very well have been placed on a "station-to-station" basis, that is, the man calling would have talked to anyone who answered, and in that way the toll charge would have been much less. I am convinced that you men here in this room, and the companies represented by you men here in this room, could save 15 per cent of your long distance toll charges by letting the Bell Company representatives in your city co-operate with you in studying out your particular needs and problems, and thus help you take advantage of the "station-to-station" service. Every one of those 63 calls in the study to which I referred could have been placed on a station-to-station basis and could have been completed as readily and more economically than in the other way. I would like to urge that you call upon the telephone company in your town to help you economize on your calls.

The "report charge" which I mentioned is not made on "station-to-station" calls, but it is made when, thru no fault of the telephone company, we cannot reach the party wanted in a "person-to-person" call. No charge is made when the call is not completed within 24 hours after it is placed. When you call for a particular party, we have to tie up the lines, the time of the operators who work on the calls, the switchboards thru which the calls pass, and incur other expense just as if the call were completed. That is the reason a report charge is made.

One successful way of handling long distance calls is to write in advance, telling your men that you will call them at a certain hour each day, or every other day, as the case may be, then placing a station-to-station call at the time indicated, feeling certain that the man you want will be ready to talk when you call. Firms employing many traveling men find this a splendid method for effecting economies.

FRENCH grain handling regulations in the eighteenth century is the subject of a treatise "La Reglementation du Commerce des Grains en France au XVIII Siècle" by C. Musart. It deals particularly with the supply of foodstuffs, prices prevailing, and the prevention of famine. It is an exhaustive compilation of police regulations, with comment on the economic principles underlying their inception.

Rejection of Freight Reduction Plea Predicted.

Charles Donnelly, pres. of the Northern Pacific Railroad Co., believes the Interstate Commerce Commission will reject the application for reduction of grain rates. He declared that any freight reduction would be unjust to western lines, and especially to Northwest lines, where revenues of freight carriers are below those of any other region in the United States, except the New England region.

Walker D. Hines, former director general of railroads, asserts that reduced freight rates would be injurious rather than an aid to farmers. The heads of the railroads operating north of the Ohio and east of the Mississippi rivers, met at New York Oct. 18 and directed their traffic executives to set about obtaining all available data regarding the present rates on wheat and coal.

Head House Replaces Burned Elevator

When the elevator of the Kansas Grain Co., at Hutchinson, Kan., burned last May the four reinforced concrete tanks emerged from the blaze practically undamaged. They have a combined capacity of 100,000 bus. and altho they possessed great potential value for grain storage purposes they stood almost worthless unless some arrangements were made for elevating grain into them and taking it out.

The company which owns the plant is a division of the Kansas Flour Mills Co., owner and operator of several large mills and a line of elevators. By placing the tanks in condition for use they could be made to serve quite well for storing grain during periods when the mills were not ready for it. To accomplish this without the loss of time required the erection of the temporary head house shown herewith.

The ground portion of the new structure is 16 by 15 feet, with a 9-ft. extension on the track side, and having an overhanging roof that covers the unloading sink. This roof, or car shed, is 20 feet high.

The leg housing which runs upward from the ground is 6 by 6 feet. It reaches to the top of the 60-ft. tank, and ends in a 12 by 14 ft. cupola which is 13 ft. 10 in. high. In addition to the single 3,000-bu. per hour leg, the house also accommodates a manlift and a ladder. A car loading spout runs from the cupola to the track shed, terminating in a flexible spout.

In the cupola itself is the elevator head and a 25-h.p. motor which drives the head shaft and the upper screw conveyor thru gears. Clutches permit the separate operation of lag or conveyor.

A second motor of the same type and capacity drives the screw conveyor in the tunnel under the tanks, and furnishes power for the operation of a car puller and power shovels.

As no grain will be received from wagons, only a car sink was provided. This is built of concrete, with a wood cover hinged in two sections so that one will fold back against the building while the other opens beneath the car to form a chute to guide the grain into the sink. From the bottom of the sink the grain passes directly to the boot of receiving leg.

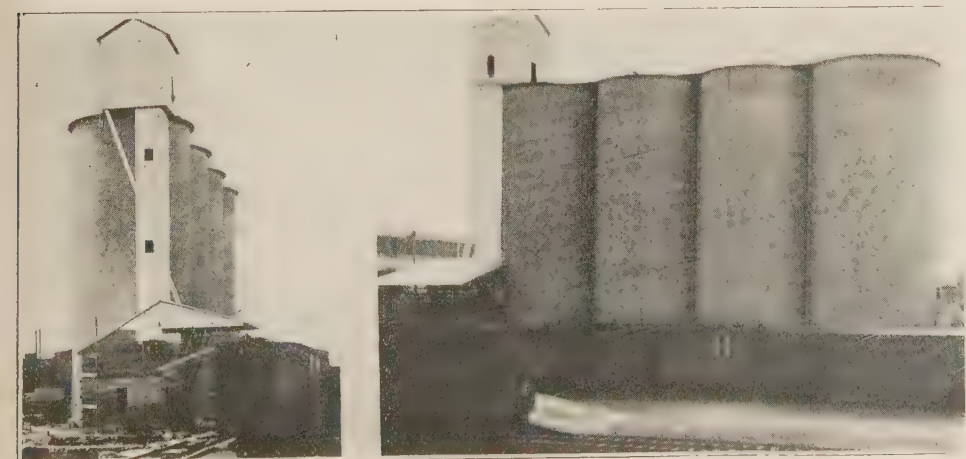
The head house is of frame construction, covered on the sides with brick-faced galvanized iron, and having a corrugated iron roof. To obtain stability the uprights on the tank side were bolted to the tank wall, holes being drilled at intervals of 2 feet to receive the bolts. It thus becomes firmly attached to the adjacent tank, and its weight is borne by ample concrete foundations. The greater part of the cupola weight rests on the tank walls and roof, the slight overhang being supported by the leg casing.

No storage space is provided in the addition, and there is no cleaning or conditioning machinery. The upper and lower conveyors, as well as the car puller, were somewhat damaged by the fire, but they have been repaired for further service. The head house was designed by the White Star Engineering Co., who also supervised its construction.

Wheat Prices Must Advance.

"Fixing of wheat prices is impossible," said Secretary of Agriculture Wallace at Cleveland. "What we have to do is to shrink our production more nearly to our domestic requirements. Prices for farm products must come up or those of other commodities must come down. America has its choice of building up agriculture or making the United States an industrial nation. A restoration of pre-war parity between the prices farmers secure for their products and those they buy is the only way real prosperity can come."

No SPECULATOR who fails to do his own thinking can ever succeed; for if he follows the general opinion he will find himself sooner or later buying at the top and selling at the bottom.—Barrons.



Temporary Head House for Concrete Storage Tanks of Kansas Grain Co., at Hutchinson, Kans.

Seeks Amendment of Grain Futures Act

The real friends of the farmers are beginning to realize that the Grain Futures Act was a mistake, that the attempt to regulate the grain trade by the Capper-Tincher law has hurt the grain grower much more than anyone else, because it has driven speculators out of the grain market, thereby diminishing the number of wheat buyers.

Demagogues and the agitators who depend upon a burning issue to extract membership fees, dues and financial support from the unthinking farmers will continue to shout against the Boards of Trade just as one other class of demagogues shouts against Wall Street. It is absolutely necessary that these propagandists set up a black bugaboo and shoot at it in order to enlist the sympathy and support of the class they are seeking to bleed. It does not matter that there is no justifications for any of their wild charges so long as their hearers accept their false statements as true and hand over the coin.

The Grain Futures Act has long since been recognized as one of the greatest mistakes in governmental interference with business that has ever been made. All speculators are naturally very timorous and secretive because they know that if their operations become public property it would be much easier for others to checkmate them. Any attempt to pry into the details of their private operations is sure to scare the timorous speculators out of the market, and this the government has succeeded in doing to the great disadvantage of the wheat growers of the land.

The grain trade as a whole has denounced the Grain Futures Act at every opportunity, and finally one member of Congress who has gained a clear understanding of the depressing effect of the Capper-Tincher law on the market price of wheat has proposed amendments.

Recently the Hon. Thos. D. Schall, who has served the 10th Minnesota district in the lower house of Congress for four terms, made a trip to Washington to interview the President on what he considered needed changes in the Grain Futures Act, and upon his return to Minneapolis wrote the following letter to President Coolidge:

LETTER TO THE PRESIDENT.

Minneapolis, Minn., Oct. 22, 1923.

Honorable Calvin Coolidge,
President of the United States,
Washington, D. C.

My Dear Mr. President:

In amplification of my conversation with you last Saturday in reference to suggested amendment to the Capper-Tincher Act, I respectfully submit the following:

Part of the reason for the depressed condition of the wheat market is due to lack of buying support. During the first eight weeks following the decision of the Supreme Court upholding the Grain Futures Act, many holders withdrew from the market. The exchanges had grown, during the passing of the years, into a system for furnishing a broad market, reliable, backed by men whose chief asset was their business honor. Here the purchaser could know, every minute of the day, what he could get and where he could sell. The broader the market, the better it is for the producer; the less clogged the flow of buying, the higher the price.

While speculation will never prevent advance in price when supply is unusually low, and when demand continues at a normal rate, it is equally true that inadequate buying support when supplies are hurried onto the market, will cause a lower level than would otherwise occur. The position taken in this argument is that buying support was lacking during the early movement of the crop this year and is still lacking, due in a large measure to governmental interference in business through the medium of the GRAIN FUTURES ACT. The point is, to remove the causes of the withdrawal of this support without interfering with the main provisions of the act.

Business men generally, and men in the grain trade especially, resent unwarranted invasion of their personal, private affairs by agents of the government when there is no particular or specific immediate occasion for such invasion. If there has been a serious disturbance in any particular instance which leads to a feeling that trade has been misused, trade would have less objection to giving the information necessary to determine all the facts affecting the particular cause of complaint.

It seems reasonable to take from the Department of Agriculture and the Department of Justice, the right to inspect at any time the private records of firms doing business in contract markets and to grant the right of examination of books and records only in connection with the investigation of a complaint made in writing by some interested party. Amendments are suggested for Section 4, paragraph (b) and Section 5, Paragraph (b).

Section 5, Paragraph (b) goes much farther than the necessity of keeping records at all times open to inspection by agents of the government and as interpreted by the Secretary of Agriculture, imposes upon the Grain Trade the necessity of making and filing daily reports covering all transactions.

These reports are being called for very much in detail and disclose to the agents of the Department of Agriculture the exact standing at the close of each business day of any trader or merchant having a material open interest in the market. The position taken is that while this has not resulted in any curtailment of hedging sales which form a pressure on the market, it has seriously curtailed the commitments of traders who would, under normal conditions of privacy, be willing to make purchases in anticipation of higher levels. This has been a particularly depressing factor during a period of heavy movement and accumulation since the first of July.

To obtain the advantage of support of large traders, who, when free to transact without danger of their opponents knowing their hand, having in past years been willing to absorb these sales, it is necessary to restore confidence by removing the necessity for the objectionable daily reports. At the same time it is necessary to provide against any misuse of the markets or undue inflation of the prices due to manipulation or cornering. This can be effectively done by protecting sellers from the possible effect of such heavy trading upon the maturity of the contract and providing that only the true commercial value of the grain shall be the basis for settlement. Such provision can be made through the last amendment suggested for Section 5, paragraph (b), which provides against misuse of markets, and the determining of the real value as a basis for settlement of any contracts which have not been settled because either of inability to deliver or of undue enhancement of prices by large holders of contracts.

It is the position taken in this argument, and it is justified by sound economics, that speculation in any article tends to enhance its price. Foreign buyers noting the absence of speculative support, have been disinclined to provide for their future needs, thus losing the market the support, and have been buying only in hand-to-mouth fashion. Early removal of the serious impediments to large speculative trading, which very generally takes the form of buying support, would probably bring an immediate response in better prices induced, not only by speculative buying at home, but by improvement in foreign buying as well, and the consumer would be protected against any undue enhancement in prices by the provision for settlement of contract not fulfilled by actual deliveries, which provision would make it unwise for any speculative interest to attempt to advance prices above actual commercial values.

To further stimulate buying an amendment should be made to Section 5, paragraph (d), inasmuch as manipulation and cornering are nowhere defined in the Act and buyers are naturally apprehensive in regard to interpretations which might be placed upon these words by agents of the government who by the authority now given might subject traders who, in good faith, made investment purchases for future delivery, to criminal prosecutions. During the

administration of food incident to the war statements made by those entrusted with the administration of the Act, were very material market factors, temporarily at least, and the trade is at the present time, materially influenced by any statement on the part of those entrusted with the administration of the Grain Futures Act.

This apprehension is a material factor in restraining speculative support, but anyone who enters the market wishes to feel that he may not be subjected without notice to artificial influences. He may be perfectly willing to accept hazards on purely supply and demand basis as he judges the situation, but he does not wish to place himself at the mercy of a market influence which he has no means of anticipating and to which he may be seriously subjected due to some thoughtless or unwise statement of a Department employee, even though such a statement is made with no intent to influence market conditions.

A re-writing of Section 5, paragraph (d), therefore, seems advisable and provision should be made for a settlement of contracts at maturity in the case of failure to deliver as will assure fair dealing to both parties to the contract.

Should these changes be made and no further burdensome amendments added, a more substantial class of support could be invited to participate in the market with some hope that the invitation would be accepted. People well informed in the grain trade do not doubt that such a situation would bring to the market very quickly such support, the lack of which has been so keenly felt since the decision of the Supreme Court in April.

I represent a farmer district and I believe that the farmer is the chief sufferer from the depression period following the war. He must have immediate, constructive relief, not in more credits; he does not want that, but he does need and must have markets and that at once. If we could extend credit to foreign nations for the purchase of American grain, it would provide for disposition of our surplus, relieve the distress of our farmers, besides proving of benefit to the nations of Europe. Had the Norris Bill passed last Congress, I believe the condition of the farmer would not be unbearable, as it is today. The farmer is thinking deeply on these questions and fine words won't fill the bill at all. There must be results that he can see, and the one result that will convince him is a market and with the market, a good price for his product.—Cordially yours, Thos. D. Schall.

Rise in price of grains in England between 1815 and 1846 and the influence of the corn laws are connected and summarized by C. R. Fay in the Economists Journal. The judgment is that corn law repeal in 1828 would have been an act of faith, hazardous in the light of precedent, but justified by events. Prices would have been considerably steadier at a slightly lower level.

Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

Schnapps on the Farmer.

Early in October, 1909, a German farmer drove on my scales with a load of ear corn. I stepped out and examined his corn as to moisture. After testing it carefully, I said, "I can take this corn at 40c, 72 lbs. to the bushel."

"You can't have it," said the farmer. "If you don't do as well by me as you do my neighbor, Schmidt, I will take it to the mill. My corn is as good as Schmidt's and you pay him 40c for 75 lbs. to the bushel. He told me so."

I agreed to take it at 40c for 75 lbs., as he insisted. After the load had been dumped, I figured it 40c, 75 lbs., and also figured it 72 lbs. to the bushel and said, "Now which do you want the check for?"

The old farmer tumbled at last and said, "Oh, I see, I see, the schnapps is on me."

He continued to haul corn 72 lbs. and did not kick when we cut to 70 lbs., but I have never received the schnapps.—F. R. L.

Bank as Holder of B/L Becomes Owner.

Tausend & Maloney of Grand Rapids, Mich., had on deposit \$400 to \$500 in their account at the Commercial Savings Bank when they drew a check on the account for \$3,240 to take up a draft for that amount drawn by the Caro Farmers Co-operative Elevator Co., of Caro, Mich., to cover the value of a car of beans shipped Sept. 22, 1920, to the elevator company's order at Geneseo, N. Y.

On receipt of the check the elevator company's collecting bank, the Grand Rapids National City Bank, turned over the B/L to Tausend & Maloney, who drew a draft on Belden & Co., Geneseo, N. Y., for \$3,450 and with the B/L attached deposited it in the Commercial Savings Bank to their account.

Shortly after the close of the banking hours on October 6, 1920, the Commercial Savings Bank charged the account of Tausend & Maloney, Inc., \$3,783.67, to pay the balance of a demand note of Tausend & Maloney, Inc., held by it, and \$215.40 to credit upon another similar note held by it. The check given by Tausend & Maloney, Inc., to the Grand Rapids National City Bank, was subsequently dishonored, when presented, because of lack of funds. The B/L was personally examined and approved by the cashier of the Commercial Savings Bank immediately before it was deposited. It showed on its face that it had been procured from and indorsed by the Grand Rapids National City Bank. It may be taken as a fact that, shortly after the Commercial Savings Bank closed, on October 6, 1920, its cashier was notified by Tausend & Maloney, Inc., that it had outstanding a check to the National City Bank for \$3,240.

On October 11, 1920, the defendant Mann as sheriff, took possession of the beans at Geneseo under a writ in a replevin action brought by the Grand Rapids National City Bank. Thereafter demand for possession was made, and an affidavit of ownership served on the sheriff by the plaintiff, indemnity was furnished, and this action was begun. The defendant Grand Rapids National City Bank was permitted to intervene as a defendant by order of the court.

The Supreme Court said: The action is in conversion. The fundamental question is whether, at the time of seizure, the plaintiff had such title to the B/L, and hence to the property seized, as entitled it to immediate possession. When the plaintiff accepted from Tausend & Maloney, Inc., the deposit of the draft and B/L, it became, under the undisputed facts shown by the evidence, an absolute purchaser. *First National Bank of Blanchester v. Stengel* (Sup.) 169 N. Y. Supp. 217, Aff. 227 N. Y. 659, 126 N. E. 906; *Heinrich v. First National Bank*, 219 N. Y. 1, 5, 113 N. E. 531, L. R. A. 1917A, 655; *Taft v. Quinsigamond National Bank*, 172 Mass. 363, 52 N. E. 387. It likewise acquired an absolute title to the property, unless it took with notice of some infirmity. *Personal Property Law*, §§ 218, 224 (as added by Laws 1911, c. 248).

The answer of the defendant bank alleged fraud in the procurement from it of the draft and B/L. The case was not tried on that theory, the question was not passed on by the jury, and there was no request by the defendant that it should be. The defense was in effect abandoned. In any event there was no evidence to sustain it. It might have been, though it was not, urged that as between defendant bank and Tausend & Maloney, Inc., there was a failure of consideration, which affected the title of the latter and gave the defendant bank the right to reassert title and reclaim the B/L. *Carroll v. Sweet*, 128 N. Y. 19, 27 N. E. 763, 13 L. R. A. 43; *Comer v. Cunningham*, 77 N. Y. 391, 33 Am. Rep. 626. But it seems clear that, when the plaintiff bank became the purchaser of the B/L, it had no notice of that defect.

The only other matter suggested as affecting the title or interest of plaintiff bank is its subsequent application of the entire credit balance of Tausend & Maloney, Inc., to the payment of notes held by it, with knowledge of the check outstanding in the hands of defendant bank. Under the contract between bank and customer, the bank is authorized to pay the customer's paper and charge his account. *Etna National Bank v. Fourth National Bank*, 46 N. Y. 82, 88, 7 Am. Rep. 314; *Baldwin's Bank of Penn. v. Smith*, 215 N. Y. 76, 80, 109 N. E. 138, L. R. A. 1918F, 1089, Am. Cas. 1917A, 500; *Heinrich v. First Nat. Bank*, 113 N. E. 531. Nor would knowledge of the check make it obligatory upon the bank to retain the deposit to meet it. It was the duty of the sheriff to deliver the

goods to defendant, *National City Bank*, after giving the bond required by the statute.

The appellate division of the Supreme Court of New York on June 29, 1923, reversed the decision of the Supreme Court of Livingston County, and granted the Commercial Savings Bank a new trial.—200 N. Y. Supp. 587.

INDEPENDENCE, ORE.—Miss Gladys Baker, for a number of years assistant in the bookkeeping department of the Independence Oregon Milling & Warehouse Co. in connection with her office duties has graded 100,000 bushels of wheat for the company and 120,000 pounds of clover seed. Miss Baker is considered an expert at grading grain and seed.

WINNIPEG, ONT.—Crown rust on oats is spreading in the prairie provinces. The rust seeds are spread to the oats from the common buckthorn in the same manner in which the common barberry brush spreads rust among the wheat fields. The crown rust in oats has not caused costly damage or attracted much attention as rust on wheat. It is spreading from year to year and western farmers are being urged to destroy buckthorn hedges, and adopt every possible means of checking this menace. The above was recently stated by W. P. Fraser, dominion plant pathologist.

New Elevator at Manter, Kan.

The Santa Fe has recently completed and placed in operation a new line of railroad from Satanta, Kan., westward, the present terminus being the town of Manter. A territory which has long been too far from rail facilities to permit extensive grain farming is thus given an outlet for the products which its rich soil is capable of producing, and already a large acreage has been put under the plow.

The elevator shown herewith has just been completed at Manter by Geo. E. Gano, owner of a line of elevators in western Kansas. It will be operated from his headquarters at Hutchinson.

The house is frame, iron clad, 32 by 34 feet on the ground and 36 feet to the square. The cupola peak is 24 feet above the top plate of the main building. The structure is built with 6-ft. stud bents, each bent being double plated.

The machinery equipment comprises an 1,800-bu. per hour leg, having a 14-in. belt fitted with 12 by 7 V buckets, a Fairbanks 5-bu. automatic scale, and an all steel truck dump. Power is furnished by a 10-h.p. Fairbanks-Morse "Z" type engine housed in the attached engine room. It is belted to a line shaft which extends through one of the bins, and drives the head shaft thru a chain and sprockets.

A regulation log dump is used for wagons, on the theory that this offers the quickest means for dumping those vehicles. The truck dump is ahead of the wagon dump, and two sinks are provided.

All bin bottoms, as well as the lower parts of the partitions, are concrete, the partitions being reinforced with steel. In addition to the four main bins, 1 is provided under the workroom, 1 over the workroom, and 3 over the driveway. These give combined capacity of 40,000 bus.



40,000-bu. Iron Clad Elevator of Geo. E. Gano at Manter, Kan.

Delivery Not Compulsory Under Rules of Board of Trade.

Joseph Franks of Hennessey, Okla., thru J. W. Fisher, bot thru the Adolph Kempner Co., 2,000 bus. of corn for December, 1917, delivery, after Mr. Kempner had written him a letter explaining that under the rules of the Chicago Board of Trade a broker could not deliver the corn to his customer until the seller had tendered it and that if the seller failed to make delivery the customer's broker would have to accept a settlement in lieu of delivery.

Franks deposited \$400 margin and the corn was bot; the price of corn advanced; the sellers failed to make delivery and the Kempner Co. under the rules of the Board was forced to accept a settlement, which gave its customer a profit of \$223.75.

Kempner returned to Franks his margin and the profit but he was dissatisfied and started suit for the difference between the price of corn when it was bot, Aug. 2, at \$1.16½ split and the price in December. On Dec. 19 Kempner had written Franks:

This 2,000 corn is bought at 116½-%, which, including commissions, amounts to \$2,336.25. If you want to accept delivery of this corn in the case the same is delivered it will therefore require \$1,936.25 in addition to the \$400 which is to your credit here, and you will please send us a cashier's check for the amount so that in case the corn is delivered, the money is here to pay for the same.

After the receipt of the above letter by the plaintiff, the petition alleges that plaintiff procured a signed statement and letter of credit and forwarded the same to the defendant. This letter of credit was not the equivalent of a "cashier's check," and therefore not an acceptance of the terms offered by the defendant; in other words the plaintiff admits that he did not place funds in the hands of his agent to pay for the delivery of the corn in the event delivery was made, as the defendant required him to do.

The Supreme Court of Oklahoma, in a decision given June 26, 1923, said: It is clear that the plaintiff, in placing his order with the defendant for the corn in question to be delivered to him in the month of December, 1917, did so with the full knowledge and notice that a delivery of the corn might not be possible, and it is fair to conclude from the allegations of the petition that as a matter of fact plaintiff took the chances of the corn being delivered in the month of December, and as a matter of law that the defendant could not be held liable in damages for failure to deliver. In other words, the defendant, before any order had been placed with it by the plaintiff, took the precaution to limit its liability by definitely informing the plaintiff in writing that it could not insure the delivery of the corn; and with that distinct understanding the plaintiff contracted with the defendant for the purchase of the corn.

If in this case the defendant had insured delivery and then failed to deliver, and the plaintiff had suffered a loss occasioned by such failure, there would doubtless be liability; but where the defendant, in advance of the order, positively stated in a communication directed to the plaintiff that it might not be able to make delivery, we think it clear that the plaintiff could not under such a state of facts maintain an action for damages upon defendant's failure to deliver the corn in question.

When the petition discloses, as it does, that the defendant, in contracting to act as the agent of plaintiff, expressly declined to become liable for the failure to deliver the corn, there was nothing for plaintiff's claim to rest upon.

Judgment was given in favor of Kempner and plaintiff had to pay the costs.—217 Pac. Rep. 848.

THE GRAIN BUSINESS cannot be learned from books or by short cuts. It's a rocky road to travel, but the bumps encountered along the way are the milestones of progress. When a broker reaches a point where he thinks he knows all the ropes, he takes a backward step.

SOY BEANS and the manufacture of milk from them, is the subject of the French book "Le Soja et Son Lait Vegetal," by L. Rouest, who gives a concise discussion of the botanical characteristics and adaptation of the soy bean. The place of the bean in the human diet is given detailed treatment.

The Federal Trade Commission Makes Sport of the Grain Trade

The Federal Trade Commission has prepared Volume IV of its report to Congress on the grain trade and it will soon be published. It presents a detailed analysis by the Commission of the profits of country and terminal grain elevators.

The report is divided into three sections, the first dealing comparatively with the results for different types of country elevators, the second, with the results of terminal elevator companies and the third with the gross margins or spreads between the producer on the one hand and, on the other hand, the converter, exporter and feed dealer.

Country elevator results are shown for three types of elevators, co-operatives, independents and commercial lines. The term "Commercial Lines" as used in this report refers to a large line of country elevators located at different points, but operated by a single company engaged in the merchandising of grain for profit. The term "Independent" means a single elevator engaged in buying and selling grain. The co-operatives' figures presented are the combined results for elevators paying patronage dividends and for those in which producing farmers constituted a majority of the stockholders, or else, controlled a majority of the stock.

The results for the co-operative and independent elevators are presented for six years, 1913-14 to 1917-18 and 1919-20. The results for the line elevators are shown for the same years, except 1917-18.

The Gross Income of Country Elevators.

The bulk of the income of all three types of country elevators is derived from trading in grain. Practically all country elevators, however, derive at least some revenue from other sources, such as storage, elevation, the handling of side lines, etc. The line elevators obtain from these sources from 14 per cent to 24 per cent of their total income, the co-operatives from 20 per cent to 27 per cent, and the independents from 29 per cent to 40 per cent.

Country Elevator Gross Grain Profits.

Before deducting the patronage dividends paid and disregarding hedging gains or losses the largest average income or gross profit from the sale of grain is shown by the co-operative type of elevator, which obtained a gross income from the purchase and sale of its grain ranging from \$3,776 per elevator in 1913-14 to \$8,949 in 1919-20. This gross profit, however, is based upon the difference between the amounts of money initially paid the farmers for grain and the sales realization. On deducting the patronage dividends from the above figures, it appears the co-operative gross profits ranged from \$3,268 to \$7,120. The independent elevators average profit from the purchase and sale of grain ranged from \$2,940 in 1913-14 to \$6,484 in 1919-20. In every one of the six years compared the co-operative total gross grain profit before deducting patronage dividends averaged higher than that of the independents and even after taking out patronage dividends it was larger in every year but one.

Neither the co-operative nor independent elevators do much trading in futures, by way of hedges against their purchases of cash grain, so that their income from the buying and selling of grain was not appreciably altered from the above figures by the inclusion of hedging gains and losses.

The smallest average gross profit derived from the purchase and sale of grain was reported by the line elevators. This type averaged from \$2,518 profit per elevator on the purchase of grain in 1913-14 to \$4,882 in 1916-17. Moreover, these line elevators generally sell futures against purchases of spot grain as a hedge, and had considerable losses from this source in all but one year. If these hedging results are considered, the gross income of the

average line elevator was still further reduced and ranged from only \$2,580 in 1913-14 to \$3,756 in 1919-20.

Country Elevator Gross Profits Per Bushel.

The higher total gross from the sale of grain showed by the co-operatives as compared with the independents, and by the independents as compared with the commercial line elevators, are not attributable to correspondingly higher gross profits or differences per bushel between the purchase and sales prices. On the contrary, the per bushel gross profit of the co-operatives ranging from 2.04 cents per bushel in 1913-14 to 7.11 cents in 1919-20 was lower in every one of the six years, except 1919-20, than the per bushel profit of the independents, which ranged from 2.66 cents in the first of the years covered by the figures to 6.61 cents in the last.

In turn, these independent gross profits per bushel were lower than those of the line elevators in every year of the five for which the results of the latter type of elevator were procured, the lowest gross margin or profit per bushel shown by the line elevators being 4.20 cents in 1915-16 and the highest was 13.79 cents in 1919-20. In this connection it should be noted that the average gross profit per bushel of the co-operatives which has been presented above is the difference between the price initially paid the farmer and the sales realization price.

If the results of hedging be included, the relative position of the three types of elevators with regard to gross profits per bushel remains the same as before, but the gross profit per bushel of the line elevators was not so high on account of the considerable hedging losses suffered in several of the years.

The obvious explanation of this inverse relationship is the volume of bushels sold.

Average Volume of Grain Sold by Country Elevators.

The cooperative type of elevator sold the largest volume of grain in every one of the six years compared, its average sales ranging from 210,997 bus. in 1914-15 to 125,852 bus. in 1919-20. The next largest sales reported were those of the independent elevators, which averaged 110,389 bus. in 1913-14, when they were highest, and 89,675 bus. in 1916-17 when they were lowest. The largest average sales of grain in any year by the line elevators amounted to only 71,673 bus. in 1915-16, while in 1919-20 the line elevators sold less than half of this amount on the average, or 30,516 bus.

The cooperatives which handle grain on the narrowest gross profit per bushel show the largest total gross profit on the sale of grain, therefore, because they sell the largest volume, and the line elevators which handle grain on the widest margin or profit per bushel show the lowest total gross profits from the purchase and sale of grain, because they have the smallest volume of sales. Similarly, the intermediate position of the independent elevators with reference to total gross profit is explained by its intermediate position with reference to volume and gross profit per bushel.

Causes of the Increases in Total and Per Bushel Gross Profits.

The total gross profits from the sale of grain for both the independent and cooperative types of elevators were much higher in the last three years of the six under consideration (1916-17, 1917-18, and 1919-20) than in the three earlier years (1913-14 to 1915-16), and this was true also of the average gross profit per bushel. The total gross profits in 1919-20 for both these types were from two to three times as high as in 1913-14, and in each of the last three years averaged from 50 to 100 per cent higher than in each of the first three years. The total gross

profits of the line elevators also showed a pronounced tendency to increase, though not so sharply as those of the independent and cooperative types. In 1913-14 the average gross profit per bushel of the cooperatives was only 2.04 cents, while in 1919-20 it was 7.11 cents. Similarly, in the latter year the per bushel gross profit of the independent was practically 2½ times that of 1913-14, while that of the line was more than three times as great.

An important factor in these increases was doubtless the sharply upward tendency of grain prices during this period. Other things being equal, it appears to be true that the estimated gross profit per bushel on which the country elevator buys, varies directly with the price of grain. Price levels for practically all the five principal grains were roughly between two and three times as high in the three year period 1916-17, 1917-18 and 1919-20 as in the three years period, 1913-14 to 1915-16, so that this would account at least in part for the wider gross profit per bushel and larger total gross profits.

The higher average gross profit per bushel was also induced in part by the decline in the volume of sales during the last three as compared with the first three years. The figures compiled by the Commission show very definitely that the gross profit per bushel varies inversely with volume, and this, therefore, may be assigned as one of the factors affecting the increase in the gross profit per bushel. Since the total gross profit increased in the latter three years, however, it is obvious that the increase in profit per bushel more than offset the effect of the decline in volume.

Operating Expenses of Country Elevators.

The operating expenses of the country elevators showed pronounced increases in the six years under consideration. The average total operating expenses of cooperative elevators increased from \$3,014 in 1913-14 to \$5,766 in 1919-20, and those of the independent from \$2,459 to \$5,789 in the same period. The increase in line elevator operating expenses was considerably less. In 1913-14 the operating expenses of this type were \$2,250 and \$3,401 in 1919-20. In the first three years of the period the operating expenses of the cooperatives were somewhat higher than those of the independent, but in the last three years this situation was reversed. The line elevators in every year showed decidedly lower operating expenses than either of the non line types.

The lower operating expenses of the line elevators were due chiefly to lower labor cost. Labor is the chief single item of operating expense for country grain elevators. For the non line elevators the average labor expense ranged from \$1,648 in 1913-14 to \$3,185 in 1919-20, or slightly more than 50 per cent of the total operating expenses in every one of the four years for which adequate figures were procured. The station labor expense of line elevators ranged from \$994 in 1913-14 to \$1,233 in 1919-20. These last figures, however, do not include officers' salaries, which ranged from \$178 to \$364 a year per elevator. Adding in these salaries it is apparent that the total labor cost of the line elevators was much lower than it was for either of the other types. The difference in the cost of station labor between the line and non line elevators may be explained by differences in the responsibility and character of the work performed. Line elevator managers are concerned chiefly with the purchasing of the grain and the loading of it into cars. On the other hand, the managers of the non line elevators are responsible, as a rule, for the selling end of the business, as well as the buying, and in fact assume, as a rule, the entire responsibility for the financial results. Moreover, the non line elevator buys and sells on the average a much larger quantity of grain, more frequently carries side lines, handles a larger variety of them, and is oftener equipped for cleaning grain than the average line elevator.

These conditions doubtless result in the pay-

ment of higher managers' salaries and in a more general and frequent employment of extra labor by the cooperatives and independents than by the commercial line elevators.

Country Elevator Net Operating Income.

Before deducting patronage dividends the average net operating income of the cooperatives, which ranged from \$2,117 in 1913-14 to \$6,802 in 1919-20, was higher in every year than that of the independents, which ranged from \$1,994 in the former year to \$5,265 in the latter. The highest average line elevator net operating income was \$2,210 in 1919-20, and the lowest was \$1,098 in 1913-14. In three of the five years for which comparisons could be made between all three types of elevators the average net income of each of the non line types was more than twice that of the line elevators.

Country Elevator Investment.

Of the three types of elevators the independents reported on the average both the highest total investment (capital stock, surplus and borrowed funds) and highest proprietary investment (capital stock and surplus) in every year, except that in 1919-20 the total investment of the co-operatives exceeded that of the independents. The total investment of the co-operatives more than doubled during the period, increasing from \$13,927 per elevator in 1913-14 to \$28,153 in 1919-20, while that of the independents rose from \$15,824 per elevator in the former year and to \$27,811 in the latter year. The corresponding increases in proprietary investment were from \$9,570 in 1913-14 to \$18,160 in 1919-20 for the co-operatives, and from \$12,027 in the former year to \$20,624 in the latter year for the independents.

The average total investment of the line elevators showed comparatively little increase. Their lowest total investment in 1915-16 amounted to \$12,425 per elevator, which was about \$1,500 less than it was in either of the two preceding years. Their highest total investment was \$16,917 in 1919-20. Their lowest proprietary investment was \$8,467 in 1913-14 and their highest \$9,928 in 1919-20.

The fact that the non-line investment figures are not for entirely identical elevators makes it impossible to determine whether the large increases in investment by these two types may have been due partly to the inclusion in the later years of new elevators built at a high cost, or to other causes. It is to be noted, however, that the volume of borrowings by non-line elevators increased heavily during this period, those of the co-operatives more than doubling, while those of the independents increased nearly 90 per cent. Explanation of the relatively large increases in the investment of the co-operatives and independents, as compared with the line elevators may be found in part in the increase of grain prices during these years. Wheat prices rose with comparative steadiness from an average of about 90 cents in 1913-14 to \$2.50 in 1919-20, corn from 0½ cents to \$1.55 and oats from 39 to 90 cents. These increases necessarily involved a considerable increase in the capital required per bushel of grain bought, and, consequently, in inventories and other working capital.

During the same period the volume of grain merchandised by each type of elevator declined decidedly. Thus co-operatives' sales decreased from 185,212 bus. per elevator in 1913-14 to 25,852 in 1919-20, the independents from 110,69 to 98,153 bus., and the lines from 57,028 to 5,516 bus. While the percentage decline of the independents and co-operatives average sales was nearly as great as that of the line in the later years, they were in the position of purchasing at the high prices of the later years of the period, particularly 1919-20, several times the volume of grain sold by the line elevators.

In this connection it may be noted that in the later years of the period the volume of borrowings by type of elevator coincides with the volume of grain sold; that is, the co-operatives handled the largest volume and borrowed in 1916-17, 1917-18 and 1919-20 the largest amounts of money per elevator of any of the

three types. The independent elevators ranked next in both particulars, and in 1916-17 and 1919-20 (1917-18 figures not being available) the line elevators handled the smallest quantities of grain and borrowed the smallest amounts of money.

Other reasons may also be found to explain the generally smaller average investment, and lower increase in investment of the line companies as compared with the two non-line types. The line companies standardize their elevators in a large degree and a much larger proportion of them are of cheaper construction than those of the two non-line types. The line companies do not so frequently handle side lines, and when they do so they do not carry as many varieties. Moreover, they are less often equipped with cleaning machinery.

Rates of Return on Country Elevator Investment.

The highest rates of return on total investment (capital stock, surplus and borrowed funds) for each type of elevator were earned in 1916-17. These rates averaged 32.78 per cent for the co-operatives, 24.23 per cent for the independents, and 16.20 per cent for the line elevators. The lowest average rates of return on the entire investment were 15.24 per cent for the co-operatives in 1913-14, 8.32 per cent for the lines in the same year, and 11.21 per cent for the independents in 1914-15.

On the proprietary investment (capital stock and surplus) also the largest rates of return for each type were obtained in 1916-17, the co-operatives averaging 45.62 per cent, the independents 29.27 and the lines 21.32. The lowest average rates earned on capital stock and surplus combined were 18.90 per cent by the co-operatives and 9.45 per cent by the line elevators in 1913-14, and 11.87 per cent by the independents in 1914-15. On the total investment the co-operatives averaged a higher rate of return in every year than the independents and the independents in turn a higher rate than the lines, except in 1914-15. Similarly, the rate of return of the co-operative on the proprietary investment (capital stock and surplus) was in every year higher than that of the independent and the latter was in turn higher than that of the line in every year, except 1914-15.

The gross profit per bushel of the co-operatives disregarding hedge gains and losses is in every year from a cent to a cent and three-quarters less than that of the independent which, next to the co-operative, has the narrowest gross profit per bushel.

Relation of Volume to Country Elevator Results.

The co-operative elevators averaged the largest rates of return on their investment in every year, notwithstanding that, (1) they averaged a lower gross profit per bushel in every year than either the independent or the line, except in 1919-20, and (2) that they averaged a higher total operating expense than the independent in three out of six years, and a higher total operating expense than the line in every one of the five years for which comparisons could be made. A partial explanation of these results can be found in the fact already referred to that in every year of those under consideration the co-operatives sold a larger volume of grain per elevator than did the independents and the latter in turn a larger volume than the lines.

A tabulation for three years by size groups of the results of all non-line elevators (384 in number in 1915-16, 686 in 1916-17 and 526 in 1919-20) indicates that volume is the vitally important factor in country elevator operation. For the purposes of this analysis the elevators were classified into eight groups according to size, the lowest including elevators selling less than 10,000 bus., and the largest those selling 340,000 bus. and over. For each of these groups there was computed, (1) the average operating expense per elevator, (2) the average gross profit per bushel and (3) the average rate of return on the total invested capital.

The results of this analysis show first that the amount of operating expenses increases

with increases in the volume of business; second, that gross profit per bushel sold declines as the volume of business increases; and, third, that in general the rate of return on the total investment increases with volume of business.

These results of a general size group tabulation would apparently explain the comparative results shown by the three different types of elevators. The co-operative elevators sell a much larger volume of grain than the independents and the latter in turn a much larger volume than the lines. Hence, the co-operatives show higher operating expenses than the independents and the latter higher costs than the line. Hence, also the fact that the co-operatives show the lowest average gross profit per bushel, the independents a higher one and the lines the highest of all. Finally, the larger volume of sales apparently, accounts for the fact that the highest rates of return on investment are shown by the co-operatives, the next largest by the independents and the lowest by the line elevators.

IF WE are not as good as you think we ought to be, blame the legislature. Our morals, appetite, liver, lights, politics, religion and even our corns are all regulated and controlled by the statutes.—*Houston Post*.

A NEW RAILWAY line is to connect Antofagasta, the chief northern port of Chile, with the town of Salta in the Argentine. The line is to extend from Rosario de Lerma, a little to the south of Salta and will run toward the Chilean frontier obliquely in a northwesterly direction, the surveyed route reaching Socompo, a distance of 515 kilometers from the starting point. Great importance is destined for the railway especially in the transportation of cattle, wheat and flour. It is impossible to transport wheat and flour by this route at present, but animals sufficient to fill four long trains set out weekly for Chile, and it is estimated that the exporters lose 60 per cent of their value by the heavy loss en route, due to death, straying and the expense occasioned by the necessary halts. The railway will double the present exportation, as well as open the Chilean market to the fodder of Santo, the flocks of the northern Chaco, Argentine sugar, wheat, flour and the timber of the northern provinces.

Condemns the Wild Scheme of the Agitators.

In the opinion of John J. Mitchell, president of the Illinois Merchants Trust Company, the plan now in a state of promotion to create a government corporation for the purpose of buying the surplus wheat in this country for export and then finding a market for it abroad is the sheerest piece of nonsense.

Additionally, the veteran Chicago banker points out, that insuring the government against loss by placing an excise tax at elevators on all wheat next year only defers the day on which the farmers must pay for trying to accomplish an uneconomic feat.

"I am unalterably opposed to the folly politicians of the Brookhart, Ladd and La Follette type are trying to pin on the United States government. In only three states, North and South Dakota and a portion of Minnesota, is there a surplus of spring wheat raised, over which this howl has been lifted, that the farmers are going to ruin and must be saved from bankruptcy by advancing wheat prices thru the medium of federal financial aid. Diversification must be taught in those sections where wheat has been exclusively raised to the detriment of the earth, whose strength has been vitiated until yields of ten or twelve bushels to the acre have been the maximum.

"There has been no stinting in loans made to the farmers in recent years. The war finance corporation let them have many millions. Then the federal reserve banks extended aid in liberal quantity and the federal land stock banks have poured money into the agricultural lap with lavish hand. There has been too much speculation indulged in with this money."

Feedstuffs

WILMINGTON, DEL.—The Betta Feed Mills, incorporated by M. L. Rogers; capital stock, \$200,000.

CORONA, CAL.—C. E. Harris & Son have recently installed a feed mill in their warehouse, costing \$6,000.

WAHOO, NEB.—C. H. Johnson has disposed of his interests in the Johnson Feed & Seed Co. to Ed. Borreson.

CONWAY, ARK.—John W. Sneed, formerly of Clinton, has purchased the feed store of Crow & Thomas and will make some changes and enlargements.

REPUBLIC, MO.—The Rea-Patterson Mfg. Co. of Coffeyville, Kan., has completed a modern feed-mixing plant here, which will be operated in connection with its flour mill.

NEW ULM, MINN.—The Eagle Roller Mill Co. equipped a plant recently for the purpose of manufacturing an egg mash, and a dairy ration; capacity, 100 tons per day.

MINNEAPOLIS, MINN.—I. S. Joseph Co. has registered as a trade mark the word "Aristocrat" No. 179,151 for stock feed—to-wit, mixed feed, screenings and flour middlings.

PERRYSBURG, N. Y.—Elmer O. Wells' feed mill with several hundred bushels of grain, burned Oct. 3 from sparks igniting a tank of gasoline. Loss, \$8,000; partly insured.

PEORIA, ILL.—About 4,000 bus. of corn will be used daily by the Commercial Solvents Corporation in the Woolner Distillery, recently purchased, and which is to be in full operation Dec. 1.

LONG BEACH, CAL.—The plant and equipment of the Toasted Products Co. was destroyed by fire supposedly from a sudden break in the fire box beneath a huge oven. Loss, \$50,000; partly insured.

HUNTINGTON, IND.—F. L. Wasmuth of the Wasmuth Grain & Coal Co. will erect a tile addition to a two-story frame building costing \$2,000, which will be used for the feed grinding department.

LOS ANGELES, CAL.—No damage was done to the feed mill or warehouse of the Globe Grain & Milling Co.'s Seattle feed mill plant in a recent fire which damaged the garage and trucks to the extent of \$25,000.

ROBY, IND.—Construction has been started on a new corn receiving house for the American Maize Prod. Co., by James Stewart & Co., Inc. The receiving house and repairs to the old storage tank will cost \$100,000.

INDIANAPOLIS, IND.—The Wonderlay Milling Co. has registered the words "Wonderlay Makes Hens Lay" as a trade mark No. 177,343 for poultry feed, comprising an egg mash, starting mash, growing mash and scratch grains.

KANSAS CITY, MO.—The Corn Products Refining Co. disposed of its entire stock of corn here; 200,000 bus. being sold on the Board of Trade and 225,000 sent to other plants of the company and operations will not be resumed until after Jan. 1.

MILWAUKEE, WIS.—An embargo has been declared by the state of Wisconsin on the importation of alfalfa hay or cereal straw from Utah, Wyoming and portions of Oregon, California, Nevada, Idaho and Colorado where the alfalfa weevil exists.

BUFFALO, N. Y.—Two co-op. grain and feed selling organizations have sent out letters asking stockholder members to cancel contracts which they made for feeds for this fall and winter delivery. It is understood the feeds were sold for \$42@43 per ton, and that the cost at present prices is \$10 above that sum. The stockholders are being asked to purchase a new feed at \$52@55 ton, it is said.

CLINTON, IA.—The Champion Milling & Grain Co. has renewed its charter with the following officers: Edwin Ewing, pres., C. A. Armstrong, vice-pres., J. A. O'Hallor, sec'y and gen. mgr., G. W. Hutchins, treas. and G. R. Hoyt, ass't sec'y and treas.

VITAMIN CONTENT is the secret behind the preference of feeders for yellow rather than white corn. In the Agricultural Gazette of New South Wales, H. Wenzholz reviews the experiments of Professor Steenbock, who has made observations of the superior vitamin content of yellow corn over white corn.

ROYERSFORD, PA.—The fertilizer and feed mill of J. A. Trinley & Sons was destroyed by fire caused by a piece of iron dropping into the grinder, getting red hot and igniting the feed which was being crushed, at 10 a. m., Oct. 4. Estimated loss between \$75,000 to \$100,000; partly insured. It is likely that the place will be rebuilt.

OKLAHOMA CITY, OKLA.—The Hardeman-King Mfg. Co. will build a mill, warehouse and a 75,000-bu. elvtr., as a feed manufacturing plant. The Jones-Hettelsater Cons. Co. has the contract. The machinery will be furnished by Sprout, Waldron & Co. Eleven electric motors will be included in the equipment. The output will be 10 tons of feed per hour and 500 barrels of cornmeal per day.

DECATUR, ILL.—The Chapman-Doake Feed & Mfg. Co. will start work on improvements in new and additional buildings and machinery that will cost about \$35,000. C. A. Clausen, architect, has plans drawn for the tearing away of all that remains of the old Priest mill that has stood on that spot for many years. What remains of the old building will be built up and a new and attractive brick front will be given it.

OSWEGO, N. Y.—Charles R. Dean, prominent miller, grocer and feed dealer, aged 70 years died Sept. 24 due to intestinal trouble, complicated by pneumonia. In 1881 Mr. Dean leased the Leach mill and afterwards formed a grocery partnership with the late Chas. F. Shaw. In 1884 this firm bot the steam grist mill of Chas. Lounsbury and abandoned the grocery business. Three years ago Mr. Dean took his son Charles R. Dean, Jr., into partnership in the wholesale feed business, changing the firm name to C. R. Dean & Son.

CHICAGO, ILL.—The annual meeting of the American Corn Millers Federation will be held here at the Congress Hotel, Monday and Tuesday, Dec. 3 and 4. All corn millers, whether members of the Federation or not, are invited to come to this meeting. A round table discussion of the problems of corn milling in which all may take part will be a part of the program. Reduced rates of fare put in by the railroads on account of the International Live Stock Show are available to those attending this convention.

ONE ACRE of soy beans when fed with six acres of corn, makes equal gains to 9 acres of corn alone, and one acre of soy beans and corn grown together will carry 10 hogs 60 days, at an average daily gain of 2 pounds per hog per day. A Fulton county, Ill., farmer reports that he made 738 pounds of pork per acre on soy beans with corn. The Indiana Experiment Station says that hogs cost \$6.50 per 100 pounds when fed corn alone, \$5.12 when fed on corn and soy beans, and \$4.48 when minerals are added to the corn-soy bean ration.

CEDAR RAPIDS, IA.—C. M. and A. H. Rich of Rich Bros. have brot suit against the National Oats Co., the Corno Mills Co., J. R. Matthews, J. C. Reid and G. D. Simmons for \$250,000 damages and an injunction restraining the use of their name or trademarks. The Rich brothers declare that they took over the local mills known as the National Oats Co., in June, 1922, with an option to purchase the plant until Nov. 1, 1923; but the defendants conspired to force them out, altho their agreement was that Rich Bros. should have full control, under which the business would have been

worth \$250,000 more than the option price of \$1,250,000.—J.

COLUMBUS, O.—The report of the Sec'y of Agriculture of Ohio shows that feedingstuffs license fees collected during 1923 amounted to \$56,395. The office force, according to the report consists of the chief of the Feedingstuffs Division, and one stenographer. The field force consists of three feeds and fertilizer inspectors, and one reduction plant inspector. Number of samples collected in 1923, feeds 628, limestone and lime 6, and fertilizers 255, insecticides and fumicides 23, investigation and inspections of reduction plants 104. Of course, this useless expense has to come out of the dairy farmer and stock raiser who buy commercial feeds; and if they knew the job-holders were taking out that much annually from their pockets how long would they permit it?

Enforcement of Canadian Feedingstuffs Act.

After a conference at Toronto, Ont., of the district inspectors of the seed branch department of agriculture, Ottawa, the following announcement was made:

"The district inspectors of the seed branch, in conference on Sept. 26, after consultation with officers of the department of justice, agree to standardize their procedure in an endeavor to secure the strict observance of section 6 or the feedingstuffs act as amended and to proceed as follows:

"(a) Legal action will be taken against any person who manufactures or offers for sale any flour mill by-product from wheat, if it be mixed with any other product.

"(b) Legal action will be taken if the container or tag is branded or marked with any word that would qualify the meaning of the prescribed name in respect of quality of the by-product. It is understood that the registered trademarks that are commonly associated with the firm name on many of the products of the manufacturer do not as a rule modify the meaning of the prescribed name for the by-products and exception will not, therefore, be taken by the inspectors to such registered trademarks unless they are a prefix and do modify the prescribed name of the by-product.

"(c) The mill screenings are first to be screened to remove all fine mustards and other small black seeds that are capable of passing through a 1/14-inch perforated zinc screen, in order that the mill screenings to be ground do not contain more than 1 per cent of mustard or other seeds that are injurious to the health of live stock or poultry, the mill screenings when ground to be free from vital weed seeds of any kind. The product commonly known as oats scalplings, and which contains more than 8 per cent fiber, may, if desired by the manufacturer, be registered and sold as a commercial feedingstuff."

"A PRODIGY of Production" is an interesting pamphlet of 20 pages issued by the Kansas State Board of Agriculture. In it are given figures and interesting facts regarding the leading industries of Kansas, together with the natural advantages of the state.

What's in a Name?

Mrs. James had just moved into the neighborhood and it was her first meeting with the local sewing circle. As the conversation turned on the absent men, one of the ladies said to Mrs. James, "What does your husband do?"

"Oh!" said Mrs. James, "he is manager of a pail factory."

"Pail factory?" said the other. "Why I didn't know we had such a factory in town. Where is it located?"

"Well," replied Mrs. James, "husband calls it a bucket-shop, but I think pail factory sounds much better."—*Forbes Magazine*.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Little Rock, Ark.—The warehouse of the Hayes Grain Co. burned recently, consuming 500 tons of hay and 5 carloads of mixed feed. Building loss, \$12,000; stock loss, \$15,000.

CALIFORNIA

Richmond, Cal.—The Richmond Grain & Feed Co. will erect an addition to its mill at a cost of \$2,700. Tandy & Theis are the contractors.

Van Nyes, Cal.—The Fernando Valley Feed & Fuel Co. will erect a warehouse constructed with four bins of 50,000 tons capacity each; machinery which will permit unloading grain by air suction will be installed.

CANADA

Melfort, Sask.—The Searle Grain Co., Ltd., registered; capital stock \$250,000.

Winnipeg, Man.—Stanley Thompson & Co. have registered to conduct a general grain business.

Morris, Man.—The Interior Elvtr. Co., Ltd., is building a new structure on the premises recently occupied by the Martin & Mitchell Elvtr.

Saskatoon, Sask.—The W. J. Anderson Elvtr. Co. has been incorporated to carry on a grain business at Saskatoon, Shellbrook, Eldersley and Spaulding.

Kamloops, B. C.—The establishment of an elvtr. here for the purpose of handling prairie and local grain is contemplated by the Kamloops-Vancouver Grain Co.

Midland, Ont.—An addition will be added to the Tiffin Elvtr. to be completed in time for this year's crop. The Fegles Construction Co., Ltd., Fort William has the contract.

Port Arthur, Ont.—According to F. W. Ridell the Saskatchewan Co-op. Elvtr. Co., Ltd., has made arrangements to lease elvtr. "B" of the Canadian Northern Railroad here.

Tilney, Sask.—Robbers blew the safe in the office of the Saskatchewan Co-op. Elvtr. Co. on Oct. 11 and escaped with \$590 in cash. The robbers escaped on a railway handcar, stolen by them at Moose Jaw.

Halifax, N. S.—The contract for the new 1,000,000-bu. reinforced concrete elvtr., which was designed by the John S. Metcalf Co. for the Canadian National Railways, will be let Nov. 1. The contract also will call for 3,000 feet of conveyor gallery.

Port Colborne, Ont.—Work on the enlarging of the elvtr. of the Canadian Government here will begin at once by E. G. Cape & Co. of Montreal, so that the addition can be used in handling the 1924 crop. The enlarged elvtr.'s capacity will be 3,000,000 bus.

New Westminster, B. C.—The Western Pacific Grain Elvtr. & Terminals, Ltd., recently proposed to establish a grain elvtr. The offer was to recapitalize at \$1,500,000 and float a stock and bond issue sufficient to finance the building of the 1,500,000-bu. elvtr. Another condition was that the city should provide a 1,000-foot waterfront site, to be agreed upon between the parties.

COLORADO

Milliken, Colo.—Mail addressed to the Milliken Flour & Feed Mill has been returned marked "unclaimed."

Manter (Gilman p. o.), Colo.—Mail addressed to the Rock Creek Elvtr. Co. reported to have been building an elvtr. has been returned.

Boulder, Colo.—The Boulder Mfg. & Elvtr. Co. has given notice of dissolution, the document being signed by C. W. Rowland formerly pres. and mgr. of the company.

Denver, Colo.—Besides adding a new office to our elvtr. and moving into it from the Cooper Bldg. on May 1, we have given our machinery and equipment a thoro overhauling during the summer months.—The Summit Grain Co.

IDAHO

Caldwell, Ida.—Jesse Brandt has been made assistant mgr. of the Caldwell Flour Mills.—Caldwell Flour Mills.

Rigby, Ida.—A fire occurring from a hot box in the basement at the mill of the Rigby Flour Mills Co. Oct. 4 did severe damage. Total loss about \$25,000; insurance \$15,000.

ILLINOIS

Beason, Ill.—D. C. Johnson has completed a new dust spout for the Farmers Elvtr.

Princeton, Ill.—The Princeton Farmers Elvtr. Co. have installed a Kewanee Truck Dump.

Hoopeston, Ill.—The Farmers Grain Co. recently installed a Western Cleaner and Sheller.

Stockland, Ill.—We have installed metal spouts instead of wooden ones.—Lockhart & Chancellor.

Decatur, Ill.—Thatcher Shellabarger, mgr. of the Shellabarger Mill & Elvtr. Co. of Salina, Kan., died here recently.

Breese, Ill.—The remodeling work on the warehouse of the Breese Grain Co. has been completed by P. F. McAllister & Co.

Steward, Ill.—We are successor to the Armour Grain Co. here and our title is the Steward Grain & Lbr. Co., Inc.—J. R. Adkins, mgr.

Harristown, Ill.—The Beall Grain Co.'s plant which burned has been rebuilt. Equipment was furnished by the Union Iron Works.

Aledo, Ill.—The Farmers Grain & Coal Co.'s office and the Mercer Co. feed mill were burglarized recently with a loss of \$6 in cash.—J.

Ipava, Ill.—Clinton Snedeker will have full charge of the Farmers Elvtr. here after Nov. 1. He and his family will move here from Astoria.

Vandalia, Ill.—The Valier & Spies Co. has installed at its elvtr. a corn crusher and a small grain crusher; both driven by their 30-h. p. motor.

Strasburg, Ill.—The Strasburg Co-op. Equity Exch. Co. incorporated; capital stock \$20,000; incorporators, J. C. Luce, Chris Lading, H. A. Bauer.

Danville, Ill.—Fay R. Current is in charge of the branch office recently opened by J. C. Shaffer Grain Co. Theo. V. Appell is the operator.

Rockford, Ill.—A fire occurred in the plant of the Chicago Grain Products Co., formerly the Graham Distillery, causing approximately \$3,000 damage, Oct. 6.

Earlville, Ill.—The Earlville Farmers Co-op. Elvtr. Co. has started work on improvements. New air lift dumps will be installed by P. F. McAllister & Co. of Bloomington who have the contract.

Sherrard, Ill.—The Sherrard Lumber & Grain Co. incorporated; capital stock \$20,000; incorporators: Benjamin L. Christy, A. B. Roberts, B. Lyall Christy.

Holmes Landing (Bluff City p. o.), Ill.—The Peoria Grain & Barging Co.'s elvtr. built on the Illinois river has been completed by Townsend R. Smith. Milo Dixon is the agent.

Dickerson, (Lotus p. o.), Ill.—The elvtr. reported purchased by W. H. Allen has been turned over to the Fisher Farmers Grain & Coal Co. and is operated from the Fisher office with W. H. Allen as mgr.—W. H. Allen.

Lanark, Ill.—The old Lanark elvtr. building and grounds were recently sold at public auction to the Farmers Co-op. Ass'n for \$740. They will lower the building to the first story, put a roof on it and use it for a store room.

Melvin, Ill.—We have done considerable repairing on our elvtr. The so called Inkster Elvtr. operated by Arends & Co. trustees, is supposed to be sold at auction about Nov. 3.—L. Lamoreaux, mgr., Melvin Farmers Grain Co.

St. Joseph, Ill.—Bear & Grussing have dissolved partnership, as we sold our St. Joseph plant. At Royal, I have sold all my interests to my partner, John J. Grussing, who will run the business at that point individually.—Otis J. Bear, of Bear & Grussing.

Harmon, Ill.—Our office was burglarized Sept. 24. We were very fortunate that the outer door of the safe was not locked, for it would have been blown and rendered worthless, also the radio that sets upon the safe would have been ruined.—L. L. Seago, Armour Grain Co.

Rollo, Ill.—We have started to rebuild our elvtr. which burned Sept. 14. Have all lumber and material on ground. Will be ready for business about Dec. 1. Geo. Saathoff of Peoria has charge of the work. He built the one that burned just 12 years ago.—R. A. Strong, Earlville, Ill.

Wing, Ill.—We have installed new shafting in our elvtr., put on new composition roofing and reroiled the siding. Also installed a new 10-ton Fairbank truck and wagon scale. There are two elvtrs. here. The Inland Grain Co., Willard Barclay, mgr.—Wing Grain Co., C. C. Wellman, mgr.

Prairie City, Ill.—S. J. Kredier has resigned as mgr. of the R. Lewis & Co.'s elvtr. Mr. Kredier held this position for several years, during the time the elvtr. was owned and operated by A. Curtis of Bushnell and for the past year under ownership of Mr. Lewis. Neal Zook, formerly of North Dakota, is the new mgr. and assumed his duties Oct. 15.

Lawndale, Ill.—Frank Hougham was arrested about 4 o'clock Oct. 5 and is now out on \$1,000 bonds in connection with the charge of burglary preferred by the Lawndale Co-op. Grain Co. Corn had been missed frequently and it is reported Mr. Hougham at an early hour appeared at the crib, broke the lock on the door, made his entrance and started helping himself to the corn.

Sycamore, Ill.—The Farmers Grain & Lumber Co. incorporated. George A. Fox, Charles A. Townsend, R. N. Wilkinson and Frank B. Lloyd, all of Sycamore and Henry McGough and Fred Middleton of Maple Park are incorporators. It is supposed this new corporation is formed to take over the property of the present Farmers Elvtr. Co. operating here, rather than start up in competition with it, inasmuch as the same men are directors and officers in both.

CHICAGO NOTES.

James Dallas Clark, a member of the Board of Trade, died at Harvard, Ill., Oct. 11.

J. H. Norris has resigned his position with the J. C. Shaffer Grain Co. and has returned to Hoopeston.

H. C. Campbell has formed a connection with the Armour Grain Co. in the futures end of the commission business.

Thomas J. Bagley, recently suspended from the Board of Trade for insolvency, has settled his financial difficulties and was reinstated.

William C. Rolls, a grain merchant at Rotterdam and Newton Schultis of Boston have been admitted to membership in the Board of Trade.

The firm of J. T. McLaughlin & Co. will go out of existence Nov. 1. J. T. McLaughlin is going to Europe and does not expect to return until next July.

E. E. Rice, for the past 13 years traveling in Iowa and the Central West for the Sawers Grain Co., now represents the Beach-Wickham Grain Co. in the same territory.

Patrick H. Rice, born in Ireland on Sept. 9, 1847, died in Havana, Cuba, recently. He came to the United States with his family in 1850, settling in Belvidere; then went to Elgin where the firm of Laurance Maloney & Co. located. Mr. Rice was pres. of Rice & Bullen at different times, also of the Empire Distilling Co. and the Star Brewing Co. of Chicago. Mr. Rice is survived by his widow, two sons, Paul H., and Conway Rice of Chicago, and a daughter, Mrs. James Heaggy, of Jacksonville, Fla. His body was shipped to Chicago for burial.

INDIANA

Hanna, Ind.—The Hanna Lumber & Grain Co. was formerly the Andreas Lumber Co.

Indianapolis, Ind.—Fred G. Heinmiller has been appointed receiver for the McCordle-Black Co.

New Palestine, Ind.—Fire caused a partial loss in the elvtr. of the New Palestine Grain Co. Oct. 16.

Crete, Ind.—The Crete Elvtr. Co. will soon change hands, coming under the management of H. C. Wise.

Seymour, Ind.—George Breitfield, formerly of the Union Hardware Co., has succeeded Worth Clark, who resigned as mgr. of the Farmers Co-op. Elvtr.

Redkey, Ind.—The Redkey Equity Exchange elvtr. was sold at a trustee's sale Oct. 12 to John Luzadder and Lewis McVey. W. E. Rooker will probably continue as mgr. for the new firm.

Silver Lake, Ind.—The building of the farmers' elvtr. company in the hands of A. W. Crisler receiver, was sold to W. M. Graves of Mill Grove, who will open the elvtr. soon. Price, \$2,000.

New Waverly, Ind.—The elvtr. of the Farmers Elvtr. Co. destroyed by fire Oct. 5 as reported in last number, will be rebuilt at a cost of \$20,000 as announced by the owners, Burke Chester and Garrett Townsend.

Russellville, Ind.—We have installed a J. B. grinder No. 5 and are waiting for a 50-h. p. motor to run same. We have built an addition for the grinder, which has 5 bins to receive grain; 4 bins to receive ground feed; also have 3 bins for ground feed for retail trade.—J. C. Wilson & Co.

Mardenis (Huntington p. o.), Ind.—The elvtr. owned by Ed. S. Brown was totally destroyed by fire Oct. 19. The building contained 3,500 bus. oats, 150 bus. wheat, several tons coal valued at \$800, tankage valued at \$100, 600 pounds of fertilizer and \$125 worth of lubricating oil. The elvtr. was valued at \$4,000 and the office and warehouse at \$3,000.

Perrysville, Ind.—The elvtr. here has been sold to a company composed of Walter Moore of Covington, Mr. Coffin of Cayuga, and Mr. Wooster, mgr. of the Gessie Grain Co.'s elvtr. at Gessie, who have taken charge.

Mishawaka, Ind.—The Mishawaka Grain & Coal Co., incorporated; capital stock \$36,000, directors, Edward Maier, Norman Kelley, Edward Zeigler, George Beehler, John Fredericks, Jacob Weiss, Edward Kline and Marcus Bachtel.

Sandborn, Ind.—We are installing new machinery in our elvtr. including a Fairbanks Y Oil Engine, also improving our handling capacity, installing new sheller and corn dumps. Improvements are being made by Fred Childers.—John L. Gregory, Wabash Grain Co.

Mt. Vernon, Ind.—We have installed a Crosley Model X V Radio Outfit, which we find very valuable in obtaining the markets from St. Louis, hourly. We also regard it much better for us; besides we save the expense of the Western Union market reports.—Farmers Elvtr. Co.

IOWA

Chapin, Ia.—We will install a feed mill.—Farmers Elvtr. Co.

Oto, Ia.—Our elvtr. has been repaired.—Trans Miss. Grain Co., I. W. Evans.

Hartley, Ia.—The Hunting Elvtr. Co. has erected a warehouse adjacent to its elvtr.

Sioux City, Ia.—I have succeeded J. A. Scroggs as mgr. Sept. 1.—P. H. Young, Henry Rang & Co.

Breda, Ia.—Loeltz & Dozler sold their elvtr. and coal business to Mr. Roth, who will take possession shortly.

Rodney, Ia.—We have bot out the Armour Grain Co. here. The firm name is Rodney Grain Co.—M. Nicholisen, mgr.

Boxholm, Ia.—Clarence Chingren is the local mgr. for the Quaker Oats Co., which recently purchased the elvtr. from J. B. Maricle.

Akron, Ia.—The stockholders of the Farmers Grain Co. at a meeting recently, agreed to subscribe from \$500 to \$1,000 each to pay off the \$40,000 liabilities.

Turin, Ia.—The new 20,000-bu. iron clad cribbed elvtr. is now completed and ready for the new corn crop.—Clark R. Fischer, sec'y Turin Farmers Elvtr. Co.

Gladstone, Ia.—M. C. Rucker sold his elvtr., store building and stock of merchandise to Hrabak & Dostal, possession to be given Nov. 1. Mr. Rucker has been in business for the past nine years and is stated that he will continue in the grain business.

Cedar Rapids, Ia.—O. F. Bast is no longer connected with the National Oats Co. or Rich Bros. Cereal Co., both of which are owned and operated by the Corno Mills Co. I am in charge of purchasing all grain and raw materials, in addition to continued responsibility as plant superintendent.—C. W. Loufek, superintendent The Corno Mills Co.

Cedar Rapids, Ia.—We have recently completed construction of new bins, increasing our storage capacity by 20,000 bus., also some of our old elvtrs. have been replaced by new ones with larger and improved cups. Work has just been started on the construction of an addition to our warehouse which will have two additional stories.—Max Albert, Iowa Milling Co.

Walcott, Ia.—We have been operating our Walcott plant since July 1, succeeding Davis Bros. & Potter, who surrendered their lease at that time. We operate a cleaning and transfer house of 175,000 bus. capacity. Mr. J. E. Stockdale is in charge of our purchasing office at Estherville, Louis Maack in charge of the main office here, Wm. Kronenberg assistant mgr., and E. L. Bartmess is superintendent of the elvtr. Our firm was established in 1865 and our first elvtr. was built of lumber salvaged from Civil War Army buildings.—Stockdale & Maack Co.

Shenandoah, Ia.—The Glen Beach Grain & Coal Co. has installed an electric motor and made other improvements at its plant.

Council Bluffs, Ia.—The Droge Elvtr. Co.'s plant was damaged by fire for the second time in two days, destroying a portion of the roof. Both fires are said to have been caused by slacking lime.

KANSAS

Clay Center, Kan.—E. A. Nelson is the new mgr. of the Williamson Milling Co.

Riverdale, Kan.—Mail addressed to the Red Star Milling Co. has been returned.

Ford, Kan.—Mail addressed to W. J. Sanderson, agt. Midwest Grain Co., has been returned.

Wichita, Kan.—The receiver for the Victory Mill & Elvtr. Co. is R. S. Meeker, oil operator.

Whiting, Kan.—The Farmer's Elvtr. here will be remodeled by the Federal Engineering Co.

Meade, Kan.—Mail addressed to the Meade Elvtr. Co. has been returned marked "unclaimed."

Marysville, Kan.—The Marysville Mill & Elvtr. Co. recently built an additional story on its building.

Hardtner, Kan.—We have established a branch at Capron, Okla.—Southwestern Elvtr. & Merc. Co.

Atwood, Kan.—Mail addressed to F. E. Janke, successor to E. G. Urbom & Co., has been returned.

Salina, Kan.—Thatcher Shellabarger, mgr. of the Shellabarger Mill & Elvtr. Co., died suddenly at Decatur, Ill.

Arkansas City, Kan.—We are enlarging our fifth story and renewing the roof.—Alfred Sowder, New Era Mlg. Co.

Geneseo, Kan.—Herman L. Shellenberger, mgr. of the Geneseo Grain Co., was married recently to Miss Fay Day of Lyons.

Caruso, Kan.—The G. E. Fike Grain Co.'s elvtr. recently completed has been opened for business Oct. 1. I. F. Hitz is acting mgr.

Densmore, Kan.—I own the elvtr. here and I am the G. J. Archer that has been with the grain business here for years.—G. J. Archer, mgr.

Norton, Kan.—The Derby Grain Co. of Topeka is figuring with the Federal Engineering Co. on a new 15,000-bu. elvtr. to replace that which burned.

Runnymede, Kan.—Mr. Sage is not now connected with the elvtr. here. Elvtr. is in hands of Runnymede State Bank receiver.—H. E. Woolheater, agt.

Hutchinson, Kan.—The P. M. Clarke Grain Co. has discontinued its business here. P. M. Clarke is the new general mgr. of the Security Elvtr. Co.—Cal.

Anthony, Kan.—C. E. Mallon, formerly of Kansas City, has succeeded H. L. Graham, who will engage in business at Wichita, as mgr. of the Anthony Mills.

Lebo, Kan.—The Lebo Grain & Elvtr. Co.'s office has been robbed for the second time in a few weeks. It was entered several days ago and a typewriter and some money taken.

Falun, Kan.—I have succeeded Hugo Hed as mgr. of the Farmers Union, Oct. 1, after having been at Kipp 5 years and was on the road for Paul Bossemeyer Grain Co. of Wichita since July 1.—R. E. Terry.

Newton, Kan.—The new, two-story, reinforced concrete warehouse of the Goerz Flour Mills Co. is completed. It has a storage capacity of 25,000 bbls. of flour on the second floor and 25,000 sacks of feed on the first floor.

Marysville, Kan.—The elvtr. of the Farmers Elvtr. Co. was destroyed by fire about 10:30 a. m., Oct. 4. The flames starting in the pit, were discovered when smoke was seen emitting from the dump following the unloading of a wagon of wheat.

PECANS New Crop from where they grow

Send \$1.00 for 3 lb. trial package by prepaid parcel post insured. Cheaper in quantities.

Coker & Company
Ennis, Texas

Burrton, Kan.—The Halsted Mlg. & Elvtr. Co.'s elvtr. of 13,000 bus. capacity is to be moved to a new location.

Salina, Kan.—The loss on the elvtr. of the Western Star Mills is about \$6,000 and not \$20,000 as reported. The elvtr. will be repaired. The White Star Construction Co. has the contract.

Haviland, Kan.—Lindley C. Binford, who bot the Kansas Flour Mills Co.'s elvtr. here in 1920 and operated it a year, is bankrupt. Paul J. Wall, referee in bankruptcy, Wichita, has given notice that the first meeting of creditors will be held in his office Nov. 10.

Ft. Scott, Kan.—The Mead-Patterson Grain & Feed Co., successor to the Mead Grain Co., will continue its local mill and enlarge its local elvtr. to 30,000-bu. capacity and the headquarters of the company will be moved to Springfield, Mo. J. D. Mead, pres. of the company, will move to Springfield later. E. A. Shaver, treas., will have charge of the business. The manufacturing will be done here, but a big warehouse and distributing point will be in Springfield.

KENTUCKY

Louisville, Ky.—Edinger & Co. have sold the old elvtr. and warehouse and several new locations are under consideration.

Louisville, Ky.—R. D. Riedling, operating a small elvtr. and store which burned recently, has returned to his old location where he was in the hay, grain and feed retailing business for some years.

MARYLAND

Baltimore, Md.—Thomas C. Craft, formerly of the Baltimore Grain Co., exporter, has become associated with Redmond & Co., bankers.

Baltimore, Md.—E. Steen & Bro. recently equipped their warehouse with two additional grain driers and will handle such stock as salvage grain.

Chestertown, Md.—Metcalf Bros. are constructing a cribbed elvtr. here; capacity 10,000 bus., with electric power, two legs (1M bu. capacity each) Richardson Auto Hopper Scales, private siding, 10-ton auto truck scale and feed warehouse and office attached to elvtr. Building is to be complete by Nov. 1. Stavelly & Bowers are contractors.—Metcalf Bros.

MICHIGAN

Bad Axe, Mich.—The Farmers Elvtr. & Prod. Co. increased its capital stock from \$30,000 to \$60,000.

Kinde, Mich.—Frank Grates, formerly mgr. of the Bad Axe Grain Co.'s elvtr. has again assumed his position as mgr.

Au Gres, Mich.—We did not erect a new elvtr. here as erroneously reported.—Au Gres Elvtr. Co., W. C. Noggle, mgr.

Chelsea, Mich.—The William Bacon-Holmes Co. is making an addition to its milling plant; a 300-bbl. hard wheat mill is being installed.

Sand Lake, Mich.—James Cotton, mgr. of the Sand Lake Co-op. Elvtr. Co., was driving alone and narrowly escaped death Oct. 17 when his automobile was hit by a Pennsylvania railroad engine at the elvtr. crossing.

Freeport, Mich.—The fire which occurred in the elvtr. of the Farmers Elvtr. Co. Oct. 4 as reported in last number was caused by leaking exhaust gas in the engine room. Loss, \$15,000. A building will be procured, new machinery installed, and business resumed.—Freeport Farmers Elvtr. Co.

MINNESOTA

Minneapolis, Minn.—I expect to conduct a general grain business and the business will be conducted under my own personal name.—LeRoy D. Godfrey.

Lewisville, Minn.—The repairs to our elvtr. here have been completed.—Farmers Elvtr. Co., Inc.

Kinbrae, Minn.—J. W. Kroske has installed a motor, new belt and cups, new direct spout and loading point.

Dalton, Minn.—Mail addressed to J. H. Gibbs, who was agt. for the Monarch Elvtr. Co., has been returned marked "removed."

Fairfax, Minn.—Mr. Otness, formerly agent of the Great Western Grain Co., St. James, is mgr. of the Farmers Co-op. Elvtr. Co. here.

Waterville, Minn.—P. O. Christianson of Ada, will succeed T. F. Slattery who resigned as mgr. of the Equity Co-op. Exchange Elvtr. here.

Corvuso, (Litchfield p. o.) Minn.—The elvtr., recently erected by the Victoria Elvtr. Co., is now ready to receive grain. Marshall McEwen is mgr.

West Concord, Minn.—A 26-inch feed mill with a twin motor is being installed in the elvtr. of the Farmers Elvtr. Co. and improvements are being made.

Little Falls, Minn.—The old Monarch Elvtr. is being razed by the Genola Elvtr. Co. which purchased it recently and which will re-erect the house at Genola.

Minneapolis, Minn.—Carl I. Rollins, formerly in business under his name, has joined Gregory, Jennison Co., and will take charge of the consignment business.

Minneapolis, Minn.—The Ralston Purina Co. has acquired the plant of the Clarx Mlg. Co. and will remodel and equip it for the manufacture of mixed feeds.

Stewart, Minn.—The Farmers Co-op. Elvtr. Co. is installing a new feed mill and making other improvements.—Stewart Farmers Co-op. Elvtr. Co. P. Dilley, mgr.

St. James, Minn.—Allie West has succeeded Mr. Otness as agent of the Great Western Grain Co. Mr. Otness is mgr. of the Farmers Co-operative Elvtr. Co. at Fairfax.

Minneapolis, Minn.—M. Leo Barrett for the past four years connected with Carl I. Rollins is now associated with McCarthy Bros. Co. in the capacity of solicitor and floor man.

Rushford, Minn.—The elvtr. of A. Johnson has been repainted. We do not buy grain from July 1 until new crop starts, but handle flour, feed, salt, oils and grease the entire year.—Farmers Co-operative Elvtr. Co.

Bigelow, Minn.—Our house will be running Oct. 31. It is 25x27, with 9 bins 50 foot deep and holds 25,000 to 27,000 bus. Equipped with motor drive in head, dump for wagons, trucks and sleds. Concrete floors under whole house including office.—L. B. Spracher & Co.

Duluth, Minn.—The applications for membership on the Board of Trade of W. F. Converse and C. E. Thayer, Minneapolis, have been posted. They are both with the Occident Terminal Co. Mr. Converse will come to Duluth and take charge of the new elvtr. upon its completion about Dec. 1. The memberships to be transferred to the applicants are those of J. L. McCaull and R. P. Woodworth of Minneapolis.

MISSOURI

Sullivan, Mo.—O. W. Cline, formerly of Eldorado Springs is mgr. of the Farmers Elvtr. Co. here.

Springfield, Mo.—The Hodgson-Davis Grain Co. of Kansas City has established a branch office here.

Monroe City, Mo.—J. Wilson Smith has purchased and taken possession of the flour and feed mill of R. A. Yates.

Jefferson City, Mo.—The new furniture and office equipment of the grain inspection department was purchased by W. O. Atkeson, state warehouse commissioner, with the money derived from the sale of grain samples.

HESS

GRAIN DRIERS CONDITIONERS

Moisture Testers and Accessories

DOCKAGE SIEVES and SCALES

EMERSON KICKERS

Grain Testing and Sampling Apparatus

Write for free booklet.

HESS WARMING & VENTILATING CO.

907 Tacoma Building
CHICAGO

Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL
309 So. La Salle St. CHICAGO, ILL.

Stotesbury, Mo.—The Thurman Davis Grain Co. sustained a loss Oct. 1 when a fire from locomotive sparks started in the corn crib.

Pierce City, Mo.—The mill building of the Pierce City Mfg. Co. has been completed and machinery is being placed. Mr. Trautwein is pres.

Richland, Mo.—B. F. Brauson who recently sustained a loss by fire, sold his flour and feed stock to Bohannon & Son and has retired from business.

Eldorado Springs, Mo.—O. W. Cline resigned as mgr. of the Farmers Elvtr. and has again accepted a position of mgr. of the Farmers Elvtr. Co. at Sullivan.

Sarcoxis, Mo.—The Sarcoxis Elvtr. Co. incorporated; capital stock \$2,000. Incorporators, Henry Sabert, W. J. Miller, John Heman, Joseph E. Kempf, and Alfred Wagner.

St. Louis, Mo.—Fred G. Miley of Chicago and Paul W. Pritchard of the Overland Grain Co., St. Louis, have made application for membership in the Merchants Exchange.

Hamilton, Mo.—We have bot the Bainter Mill here. It included the elvtr. at mill but not the separate elvtr. formerly operated by Mr. Bainter.—Pattonsburg Mill & Elvtr. Co., Pattonsburg.

Centerville, Mo.—Goode & Harriman bot the grain, feed, coal, implement and harness interest of J. H. Lampkin recently, taking charge of the business Oct. 1. The firm consists of Guy G. Goode, who will have charge of the business here and A. B. Harriman of Hughesville who remains in charge of the elvtr. there. Both members of the firm have been engaged in the grain business for the past 15 years at various points in Missouri.—Guy G. Goode.

St. Louis, Mo.—The first grain was placed in the new 2,000-bus. elvtr. erected by the Missouri Pacific Railroad on Oct. 15, altho the entire plant will not be in operation for a few weeks. The building, constructed entirely of reinforced concrete and steel, will be absolutely fireproof. The plant will be operated by the J. H. Teasdale Commission Co. of St. Louis under leasehold. At present arrangements exist only for loading grain from the elvtr. into barges for shipment by river. Provision has been made for a marine leg that will unload grain barges into the elvtr.

KANSAS CITY LETTER.

H. F. Hall of the Hall-Baker Grain Co., who spent several months in Europe visiting Italy, Switzerland, France and England, has returned to his home here.

Mr. C. A. Rogers is our traveling representative in northwestern Kansas, southwestern Nebraska and eastern Colorado.—Clay-Leahy Grain Co., J. F. Leahy.

Chas. F. Peterson is superintendent of the Milwaukee Elvtr. and Ward E. Stanley is superintendent of our Great Western Elvtr.—Simonds-Shields-Lonsdale Grain Co.

Herbert C. Monks, grain salesman for Goffe & Carkener, will retire from the Board of Trade. Mr. Monks will engage with his father in the Monks Poultry & Egg Co. R. A. Wood succeeds Mr. Monks as grain salesman.

C. E. Fisher, associated with the main office of the Farmers' Union Jobbing Ass'n, will take charge of a new established branch office of the ass'n on the Omaha grain exchange. Only a merchandising business will be transacted in Omaha.

Cecil E. Munn, sales mgr. of the Southwest Wheat Growers Ass'n of Enid, Okla., has bot the Board of Trade membership of Allan Cunningham of the Simonds-Shields-Lonsdale Grain Co. for \$7,373. It is said that this is an individual transaction.

A petition is being circulated for the retirement of 17 memberships of the Board of Trade. This would reduce the total membership to 200, the original maximum. According to the proposal, the exchange would make a standing offer of \$6,500 to members desiring to sell.

Archie R. Aylsworth, formerly of the Federal Grain Co., is now vice-pres. of the Woods Investment Co., insurance.

A. L. Ernst has purchased the interest of Cort Addison in the Addison Grain Co., and will be in active management of the business, which will operate under its present firm name. Mr. Addison has retired from the Addison Grain Co., but will probably remain in the grain business.

At the meeting of the Kansas Flour Mills Co. held in Wichita, Kan., Lincoln E. Moses, pres. of the company since its organization, was elected chairman of the board, a newly created office; Thad L. Hoffman, vice-pres. and mgr. of the grain department, was elected to the office vacated by Mr. Moses.

A resolution providing that operators of elvtrs. regular under the rules must make an official weigh-up once in 12 months was recently adopted by the directors of the Board of Trade. The elvtr. and warehouse com'te of the exchange may grant an extension of not to exceed six months if conditions in the opinion of the com'te justify.

Ernest R. Downie, sec'y of the Kansas Wheat Growers Ass'n, has made application for membership in the Board of Trade, instead of W. W. Young who has withdrawn. The transfer is from the membership of the late Guy A. Moore. Mr. Young was refused admittance to the exchange because he was not a stockholder in the ass'n and had become assistant sec'y since he applied for admittance.

MONTANA

Nashua, Mont.—A new elvtr. will be erected on the site of the Occident Elvtr. which burned this summer.

Bridger, Mont.—The grain warehouse built by the Occident Elvtr. Co. to replace that which burned the latter part of July has been completed and is receiving grain.

Harlowton, Mont.—In tribute to the memory of Dominic Labree, an employee of the Montana Flour Mills Co. who was killed when caught in the machinery, the several plants were shut down for three hours, Oct. 1.

Twodot, Mont.—The Twodot Grain Co. has taken over the elvtr. formerly belonging to the Twodot Farmers Elvtr. Co. Capacity is 35,000 bus.; have a good store room equipped with cleaner and grinder. G. D. Martin, treas., E. L. Shumaker, vice-pres., and J. C. Matson, sec'y-treas.—Twodot Grain Co., J. C. Matson, mgr.

NEBRASKA

Leigh, Neb.—I have removed to Modale, Ia. —S. C. Beebe.

Palisade, Neb.—The farmers elvtr. here has been leased by F. E. Janke of Otis, Colo.

Seward, Neb.—Erwin J. Imig and L. C. Schneebeck bot the elvtr. of Julius Hentzen.

Barneston, Neb.—Foundation of elvtr. is completed to date on the S. J. Douglas site.—Wm. Townsend.

Milligan, Neb.—The elvtr. being erected by L. Kassik will be run under the name of L. Kassik & Son Grain Co.

Omaha, Neb.—Frank C. Bell, mgr. of the Updike Grain Corporation's consignment department, was recently operated on for appendicitis.

Marysville, Neb.—The elvtr. of the Farmers Union Elvtr. Co., together with 4,000 bus. wheat and 600 bus. corn, were destroyed by fire recently. Geo. B. Griffiths was mgr.

Kennard, Neb.—The Farmers Grain & Lumber Co. has bot the elvtr. and business of Nye-Schneider-Jenks. Mr. Spelts, mgr. of the elvtr. will remain with the new company temporarily, after which he will be given the management of another elvtr. by the Nye-Schneider-Jenks Co.

North Platte, Neb.—Dick Dilman of Gottingburg has been employed at the Nebraska Mill & Elvtr. Co. succeeding Fred Jepson, who will make his home in Titusville, Fla.

Omaha, Neb.—C. E. Fisher, formerly of the main office of the Farmers Union Jobbing Ass'n, Kansas City, Mo., will take charge of the new established branch office here. Only a merchandising business will be transacted. Mr. Fisher has been admitted to membership in the Grain Exchange.

Dalton, Neb.—We have bot out the Independent Elvtr. Co. here and will not rebuild at present. The fire which occurred in our building recently started from overheated engine exhaust pipe. Exhaust passed thru side of building and touched the wood.—Dalton Grain Co., H. S. Anderson, mgr.

Geneva, Neb.—Burglars supposed to have been from Omaha entered the office of the Geneva Milling Co., broke the door of the safe with a sledge, and took \$425. Insurance policies and other papers were taken and found in the morning in an automobile standing in the driveway beside the mill. The elvtr. of Fred Myers was also entered and forty cents taken.

NEW ENGLAND

Bangor, Maine.—We have sold our building to N. H. Brogg & Sons, hardware dealers.—J. N. Towle & Co.

Boston, Mass.—William S. Crosby of Sumner-Crosby & Co., died Sept. 15 at his summer home in Marblehead.

Providence, R. I.—The six-story building occupied by John D. Peck, Inc., also a storage house adjoining, were destroyed by fire Oct. 9.

Boston, Mass.—Rowland B. French died Oct. 14. He had been in failing health for a year and for 30 years had been a member of A. H. Brown & Bros. He is survived by his widow, a brother, George W. French of Danvers, and two sisters, Miss Anna T. French of Pasadena, Cal., and Mrs. Sarah M. Gray.

NEW MEXICO

Buffalo, N. Y.—Hayden Newhall is recovering from his recent operation.

Santa Fe, N. M.—The Santa Fe Hay & Grain Co. has let contract for a \$20,000 hay, flour and feed warehouse here.

NEW YORK

East Pembroke, N. Y.—E. Harry Miller has completed a new elvtr. here.

New York, N. Y.—C. H. Penny, an employee of Parker & Graff, has resigned.

Watertown, N. Y.—Matt Donner of Buffalo, will engage in the brokerage business here.

Buffalo, N. Y.—Godfrey Morgan, mgr. of Spencer Kellogg & Son's Inc. elvtrs. is slowly recovering after a series of operations.

New York, N. Y.—Edward A. Weed is in the employ of Cargill Grain Co., and will represent it on the floor of the Produce Exchange.

Sherburne, N. Y.—The Sherburne Grain & Coal Co. has succeeded E. G. Beachwood. Sidney C. Webb is pres. and E. G. Beachwood, treas. and mgr.

Buffalo, N. Y.—The Buffalo City council has a protest by the American Warehouse & Elvtr. Co. against the placing of a garbage disposal plant at Childs St. and the Buffalo river. The Russell-Miller Milling Co. plans to build a mill near this site and the idea would be abandoned if a garbage plant were to be built.

Buffalo, N. Y.—Chas. W. Avery, formerly of Kansas City and recently with the Ismert-Hincke Milling Co., with headquarters at Chicago, has come to Buffalo where he is connected with the Great Lakes Grain Co., Inc. Having been in the cash grain trade so many years, Mr. Avery was not content to remain out of it.

Marion, N. Y.—Charles L. Seybold has built large addition to his elvtr. here.

New York, N. Y.—Karl Nischk recently severed his connection with Jules J. Picard who went back to Europe; it has not been announced whether he will return soon or close his offices here.

NORTH DAKOTA

Burt, N. D.—L. H. Boknecht has built an elvtr. here.

Balta, N. D.—F. B. Chidester is agt. of the Vinter-Truesdell-Ames Co.

Jarvis, N. D.—The office and engine room of Henry Hammerly's elvtr. were destroyed by fire Oct. 11. The elvtr. and grain were saved.

Towner, N. D.—John Ellingson is in charge of the Farmers Elvtr. Co., succeeding H. H. Harrington who resigned.—E. I. Zergerson, gt., Andrews Grain Co.

Drake, N. D.—A law passed at the last session of the legislature provided for the sale of the state owned mill here; bids for the purchase will be opened Jan. 18 at the office of K. C. Hanson, sec'y of the state mill and elvtr. at Grand Forks.

Kramer, N. D.—The Equity Co-operative Exchange receivers, James Manahan and C. U. Somers of Fargo, N. D., and Mr. Manahan and G. C. Lambert, receivers for the Equity Exchange, St. Paul, Minn., have filed suit against the Kramer Elvtr. Co. for \$25,468. The receivers allege that the elvtr. company is indebted to the Equity Exchange for this amount.

Minot, N. D.—Wm. J. Fowler, former representative in the Dakotas of Quinn-Shepardson Grain Co., of Minneapolis, will succeed A. R. Peterson and assume charge at Davenport, Ia., of the cash grain department of Wichelman & Co. Mr. Petersen has taken charge of the business of the International Grain Co., successors of the Merchants Elvtr. Co. He entered the grain business together with Mr. Fowler years ago.

OHIO

Radnor, O.—O. K. Baker is now mgr. of the Radnor Farmers Elvtr. Co.

Dodson, (Brookville, p. o.) O.—The Dodson Elvtr. is now open for business.

Cleveland, O.—The Sheets Elvtr. Co. will build an elvtr. to cost \$45,000 here.

Paulding, O.—I am the mgr. of the Paulding Equity Exchange Co.—Ersel Walley.

Cincinnati, O.—Perin Brouse Skidmore Grain & Mlg. Co. has moved to a new location in this city.

Latty, O.—The Palmer Miller Grain Co.'s elvtr. was entered recently and a quantity of oats stolen.

Dawn, O.—The office of the W. P. Heigel Elvtr. Co. was robbed of \$1,500 in notes and a \$50 Liberty bond.

Plymouth, O.—Clyde Setterfield, formerly of the Plymouth Equity Co., is mgr. of the Rochester Mill & Elvtr. Co. at Rochester.

Tiffin, O.—We will build a sixty-foot addition to our plant to be used as a driveway storage.—The Tiffin Farmers Exchange Co.

Stoutsville, O.—Frank E. Jennings has disposed of the mill and elvtr. which he recently purchased from E. A. Allen to Walter Goodman.

Columbus, O.—The regular fall meeting of the Ohio Grain Dealers Ass'n will be held Friday, Nov. 2, at the Virginia Hotel, Columbus.—J. W. McCord, sec'y.

Cleveland, O.—Herman LaBree, mgr. of the local office of Lamson Bros. & Co., Minneapolis, has come to Cleveland and will take charge of the branch office of the company for a month.

Rochester, O.—Clyde Setterfield, assistant mgr. of the Plymouth Equity Co., at Plymouth, has accepted the managership of the Rochester Mill & Elvtr. Co. here.

Goodwin, O.—John Wickenhiser is building a new elvtr. to replace that which burned some time ago.—Latty Grain Elvtr. Co. or Palmer Miller Grain Co., Latty, O.

Lucasville, O.—The directors of the Zeisler Grain Co. are George Zeisler, pres.-gen. mgr., Wm. A. Zeisler, sec'y-treas., J. S. Stevens, Kelley Durham, and A. B. Zeisler.—George Zeisler.

New Carlisle, O.—I have bot the New Carlisle Grain Co. and am operating same in connection with the elvtr. at Rex. Our headquarters are now in New Carlisle.—J. B. Studebaker Elvtrs., R. E. S.

Jamestown, O.—The Greene County Grain Co. has made application for the dissolution of the corporation and the appointment of a receiver. Assets \$30,000; liabilities \$50,000. Elvtrs. at Jamestown and Bowersville had been operated by the company.

Republic, O.—Harry W. Weidaw, former mgr. of the Sneath-Cunningham Co.'s elvtr., has patented a most valuable device for adjusting tubes to tires and placing them on the rims. Mr. Weidaw has been with the Goodyear Co. at Akron for several years.

OKLAHOMA

Sharon, Okla.—The L. O. Street Grain Co.'s elvtr. has been rebuilt and is managed by P. L. McNeill.

Mounds, Okla.—My father bot the Mounds Mill & Elvtr. in 1921 and I have bot it lately.—R. B. Cowan.

Capron, Okla.—We have established a branch here.—Southwestern Elvtr. & Merc. Co., Hardtner, Kan.

Pawnee, Okla.—The Hudson Grain Co.'s elvtr. recently struck by lightning, damage several hundred dollars, is being repaired.

Medford, Okla.—G. H. Belcher has succeeded W. E. Smith who died recently as mgr. of the Red Star Mlg. Co.'s south elvtr.

Oklahoma City, Okla.—The Stewart Bros. Milling Co., incorporated; capital stock \$10,000; incorporators, J. V. Stewart, C. H. Stewart and G. H. Stewart.

Guthrie, Okla.—The Oklahoma Farmers Mill & Elvtr. Co. incorporated; capital stock \$5,000; by H. O. Miller, Oklahoma City, state warehouse superintendent, John A. Simpson, pres., Oklahoma Farmers Union, and William Simpson of Stillwater.

OREGON

Portland, Ore.—Mail addressed to the R. J. Stephens Grain Co. has been returned marked "unclaimed."

Albany, Ore.—The first unit of a large grain warehouse to be faced in brick, costing \$7,500, will be erected by E. Firchau on the Albany waterfront. Construction is to start within 60 days.

PENNSYLVANIA

Alpine, Pa.—Walter A. Firestone's mill was totally destroyed by fire Oct. 15.

Philadelphia, Pa.—F. J. Brandt & Co., grain and millfeed merchants of Lansdale, have applied for membership in the Commercial Exchange.

Philadelphia, Pa.—W. George Coleman, of the grain and feed firm of C. S. Coleman & Co., has made application for membership in the Commercial Exchange.

SOUTH DAKOTA

Herreid, S. D.—The Herreid Equity Exchange has installed new truck scale and air dump recently.

ELLIS GRAIN DRIERS

Wherever you go among the grain trade you will hear the Ellis Drier spoken of as a "good drier." That is a tribute which we have spent 25 years in getting and now that we have it we propose to keep it.

THE ELLIS DRIER CO.
Roosevelt Road and Talman Ave.
CHICAGO, U. S. A.

Cipher Codes

Universal Grain Code: The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4 1/2 x 7 inches. Price, leather bound, \$3.00; paper bound, \$1.50.

Robinson Telegraph Cipher Code: With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

Millers Telegraphic Cipher: 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3 1/4 x 6 inches, paper bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. Contains 145 pages 4 1/2 x 5 1/2 inches, bound in cloth. Price \$2.00.

A. B. C. Improved Fifth Edition Code: Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$18.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8 1/2 x 10 1/2 inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6 1/2 x 9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

Houghton, S. D.—C. E. Griffiths is mgr. of the Houghton Farmers Elvtr. Co.

Java, S. D.—The Java Equity Exchange is installing electric motors for power.

Tulare, S. D.—The Tulare Grain Co. recently incorporated, has succeeded the Tulare Farmers Elvtr. Co.

McLaughlin, S. D.—The elvtr. built here by A. Krause of Herreid has been completed and is now in operation.

Bowdle, S. D.—John Gieb has remodeled his elvtr. with new foundation and new leg and has repainted the house.

Pollock, S. D.—Olsen Grain Co. has purchased the elvtr. of L. Dornbush. Some improvements will be made next season.

Fedora, S. D.—The Farmers Union Elvtr. Co. has reorganized and opened for business under the name of Farmers Elvtr. Co.

Ashton, S. D.—Have built a corn crib and expect to enlarge same in order to handle this year's corn crop.—Ashton Elvtr. Co., E. H. Gmis.

Davis, S. D.—Ben Winterboer has succeeded E. P. Enright who resigned and will move to Los Angeles, Cal., as mgr. of the Farmers Elvtr. Co.

Brandon, S. D.—I am sole owner of the two elvtrs. of the Schilling Elvtr. Co. recently purchased from the Brandon Farmers Elvtr. Co.—E. W. Schilling.

Ipswich, S. D.—The Farmers Equity Elvtr., together with 25,000 bus. wheat, flax and rye, was destroyed by fire, Oct. 11, starting in the office. Loss, \$10,000; insurance, \$18,000.

Tripp, S. D.—We have erected a new flour house 28x50 on the C. M. & St. Paul right-of-way occupying the elvtr. site of Kayser & Truax which burned in 1921. We transfer flour for the E. A. Co. and Redfield Flour Mills of Waseca, Minn., and Redfield, S. D.—Hirsch Grain Co.

SOUTHEAST

Dothan, Ala.—A feed mill has been installed by the J. J. Daring Grain Elvtr. Co.

Huntsville, Ala.—The grist mill and wood yard of C. J. Walker was destroyed by fire Sept. 21. Loss \$2,500 partly insured.

Marietta, Ga.—It was reported sometime ago that the Cobb County Mlg. Co. would erect a grain elvtr., but the company writes: "We did not construct an elvtr.—Cobb County Milling Co."

TENNESSEE

Memphis, Tenn.—A fire occurred in the alfalfa bins of John Wade & Son's elvtr. Oct. 12, and did several thousand dollars' damage. Loss is insured.

Memphis, Tenn.—The fire which occurred in our warehouse recently did not affect our business. The fire in no way affected our plant as our elvtr. is located in east Memphis.—Emery E. Anderson.

Memphis, Tenn.—For several months grain had been stolen from the Mississippi Elvtr. Co.'s plant at Binghamton. Seven negroes have been arrested and some confessed in connection with the missing grain. Most of them were in the employ of the concern.

Elkton, Tenn.—The Elkton Grain & Milling Co. composed of O. O. Coble, T. M. Stevenson, N. L. Mansfield and H. P. Wynn and E. E. Eslick has dissolved, and the assets of firm are taken over by T. M. Stevenson and E. E. Eslick who will continue the business under the present name.

Columbia, Tenn.—W. N. Butler has purchased a lot and will erect a modern warehouse and grain elvtr., to be equipped with wagon scales and every convenience in the buying and selling of grains and seeds. Mr. Butler came here recently from Carter's Creek, where

he was engaged in the grain business for several years. Work on the building will start immediately.

TEXAS

Sherman, Tex.—The Pittman & Harrison Grain Co. recently incorporated, is successor to the Pittman & Harrison Co.—J. A. Hughes, mgr.

Ft. Worth, Tex.—Harry Johnson, recently associated with The Rosenbaum Grain Corp., is now connected with the Transit Grain & Comm. Co.

Valley View, Tex.—Construction of a grain elvtr. has been started here by the Whaley Mill & Elvtr. Co. of Gainesville, to replace that which burned recently.

Fort Worth, Tex.—H. A. Turner submitted to the Federal Court, recommendation for a judgment of \$87,500 against J. L. Walker, formerly pres. of the Walker Grain Co., adjudicated bankrupt four years ago, in favor of H. H. Wilkenson, trustee in bankruptcy. Mr. Turner set forth the history of the company since its organization in 1905, and states that in 1917 the concern did a gross business of \$27,000,000.

Decatur, Tex.—The elvtr. on the property formerly operated by the Southland Cotton Oil Co. recently purchased by the Bewley Mills Co. of Ft. Worth is being equipped with machinery for a modern elvtr. The present capacity is from five to seven thousand bus. but it can be increased from time to time. The plant will handle prepared and balanced feeds in addition to grain. Storage capacity for sacked grain of the Bewley Mills here is about 200,000 bus. Jack Walker is local mgr. Grain will be bot and mill products distributed.

WASHINGTON

Kennewick, Wash.—The Barton Grain Co. has recently changed its name to the Barton-Gleason Co. I. S. Gleason became a partner in the business recently.

Spokane, Wash.—G. W. Gardner, for years in charge of the Gallatin Valley Milling Co.'s line of elvtrs. in Montana, is now with the Palmerton-Moore Grain Co., Inc.

Seattle, Wash.—Herbert J. Wright died of pneumonia recently. He was weighmaster and checker Merchants Exchange for the past five years and formerly with Balfour, Guthrie & Co.

WISCONSIN

Embarrass, Wis.—The elvtr. of Earl Schmidt was destroyed by fire recently; insurance, \$1,200.

Milwaukee, Wis.—John D. Caw, formerly connected with Runkel & Dadmun, became associated recently with the W. M. Bell Co. and will represent them in eastern Minnesota and Northeastern Iowa.

Ettrick, Wis.—The elvtr. of the Ettrick Produce & Trading Co., will be enlarged and improved. Plans for the installation of a feedmill and the addition of a building to the elvtr. were discussed at the stockholders' meeting.

WASHINGTON, D. C.—Because of many complaints received from abroad on American grain, H. J. Besley, in charge of Federal Grain Supervision said, "A study of export grain it arrives in Europe will be made. This study will soon be extended to include the Orient."

CALGARY, ALTA.—The Alberta Co-operative Wheat Producers, Ltd., embracing 25,000 farmers, begins operation of its pool Oct. 2.

A "BETTER FARMING SPECIAL" train will be run over parts of the Union Pacific line in Kansas and Colorado, beginning on Nov. 1 at Wilson, Kan., and ending Nov. 17 at Pierce, Colo. In Kansas this train will be run in co-operation with the Kansas State Agricultural College and The Southwestern Wheat Improvement Ass'n; and in Colorado the Colorado Agricultural College will co-operate. The train will carry three or four cars of demonstration equipment and live stock; several speakers will be along and three-hour stops will be made at each place.

Burning of a Michigan Elevator.

Fires which start in the engine room result in so many perfectly good elevators being reduced to ashes one would naturally expect every elevator owner to give vigilant attention to all the fire hazards of the engine room and correct them before they get into action.

The Farmers Elvtr. Co.'s plant at Freepont, Mich., was reduced to the smouldering pile shown in the view at the left bottom in one hour and a half after the fire was discovered. The view above at the left was taken 20 minutes after the fire started. The view at the right shows the wheat pouring out of the bins after much of the elevator was burned. It is always profitable to open all bins the minute the elevator is sure to burn, so as to permit grain to run out and thereby increase the salvage.

This fire started in the engine room and spread rapidly, resulting in the complete destruction of the elevator, with a loss of \$15,000. The loss was fully covered by insurance so the elevator will be rebuilt.



Burning of a Michigan Elevator.

Grain Carriers

EMBARGO has been placed on grain shipments to Vancouver, B. C., by the Canadian Pacific Ry. Co. pending settlement of the longshoremen's strike.

EXAMINER MACKLEY of the I. C. C. will hold a hearing at Kansas City, Oct. 29, on I. & S. Docket 1925, grain and grain products from Colorado to Wisconsin.

A WAGE increase to 100,000 men employed by the railroads as freight handlers has just been ordered by the U. S. R. R. Labor Board. The increase is 1 to 2 cents an hour.

THE VAN DUSEN-HARRINGTON Co., of Minneapolis, Minn., has requested the I. C. C. to grant a rehearing of its complaint No. 12903, alleging an error in interpreting the law.

THE LARGEST cargo out of the Columbia River was taken recently by the Dutch steamer Tjisebar from Portland, Ore., and Astoria, for Shanghai, China. It consisted of 13,500 short tons of wheat and 15,000 barrels of flour.

AN EMBARGO of freight, applying even to that in transit, was placed recently by the Santa Fe against points between Kiowa and Medicine Lodge, Kan., and thru points in the Enid district from Mudge to Crescent, Okla., on account of washouts.

Abandonment of the Midland & Northwestern Railroad, extending 66 miles from Midland, to Seminole, Tex., has been requested of the Interstate Commerce Commission by the Texas & Pacific R. R. Co., on the plea that the road is being operated at a heavy loss.

BUFFALO, N. Y.—On the extreme end of Ogden's Island the steamer Keynor ran aground but will be pulled off the shoals within a day or so and then proceed to Montreal. Aboard the boat was 75,000 bus. grain and a large amount will have to be taken off before she can be floated.

NEW ORLEANS, LA.—The Osaka Shosen Kaisha has concluded contracts for the construction of six steamers, gross tonnage from 3,000 to 10,000, each with a speed of 18 knots an hour, which will be worked out of New Orleans and other Gulf ports as well as Cuban and Mexican ports.

THE DENIAL by the Interstate Commerce Commission of the request by the carriers for a rehearing of the complaint filed by the Oklahoma Corporation Commission allows the reduced grain rates to go into effect under the tariff of Sept. 26 on grain moving from Oklahoma to Arkansas points.

SUSPENSION until Feb. 7 has been ordered of the advanced rates on wheat and corn from Oklahoma points on the Rock Island to Memphis and to Gulf ports for export. The rates were published in I. C. C. No. C-11066 and I. C. C. No. C-10970, supplements 8 and 16 respectively, effective Oct. 10.

MINNEAPOLIS, MINN.—W. H. Bremmer, receiver of the Minneapolis & St. Louis Railroad, has been authorized to establish rates on grain and articles taking the same rates in carloads from Aberdeen, S. D., to Duluth, via Minnesota Transfer, as the rates contemporaneously in effect on like traffic from and to the same points on the Great Northern Railway and to maintain higher rates at intermediate points.

A SPECIAL investigation of grain rates was ordered Oct. 16 by the Interstate Commerce Commission, to be nationwide and include all railroads. The Kansas grain rate case, after being before the commission five months for decision, was ordered reopened. The commission held that the record as presented, did not show grain and hay rates to be unjust and unreasonable, but held forth the hope that, with a more complete case, some action might be had. This case, the Western grain rate

case, or Public Utility Commission of Kansas v. Santa Fe Ry. Co., was assigned for hearing at Kansas City, Mo., Nov. 14.

ON SHIPMENTS of grain originating at stations on, or beyond, Panhandle & Santa Fe Railway, which are reconsigning at Temple, or intermediate points on Panhandle & Santa Fe and Gulf, Colo. & Santa Fe, to final destinations beyond such points, no greater backhaul or indirect service charge will be assessed than would have accrued had shipment been routed via Amarillo and the Fort Worth & Denver City Ry. and change accomplished at Wichita Falls or Ft. Worth, Texas, or routed via Sweetwater and Texas & Pacific Ry. and change accomplished at Cisco or Ft. Worth, Tex., under Texas R. R. Commission Circular 5991.

THE STEAMSHIP Poplar Bay of the Bay Line Steamship Co., Montreal, carrying grain, recently carried away the four gates of lock ten on the Welland canal, causing damage to the canal of \$15,000, also damaging the surrounding country. The steamer, downbound from Port Colborne with grain, had passed thru the open gates of lock ten when the snub cable snapped, allowing the boat to be carried thru the foot gates which gave way, and the boat took a nose dive into the canal below, knocking a hole in the bottom and sank. It is feared that her 60,000 bus. of wheat cargo will be damaged. This is the first time the gates had been carried away this year and is most serious in the canal's history as many boats are waiting to go thru.

ON SHIPMENTS of grain, seeds, hay and straw originating at stations on the Amarillo or Mexico Divisions of the Chicago, Rock Island & Gulf Ry., or at points beyond, moving thru Amarillo, Texas, which are reconsigning at points on the Chicago, Rock Island & Gulf Railway to final destinations on the Chicago, Rock Island & Gulf Railway or on other lines in Texas, no greater backhaul or indirect service charge will be assessed than would have been made had shipments been routed via Amarillo and the Fort Worth & Denver City Ry. and change accomplished at Wichita Falls or Ft. Worth, Tex., or routed via Sweetwater and Texas & Pacific Ry. and change accomplished at Cisco or Ft. Worth, Texas. Effective not less than thirty days after publication by carriers, under Texas R. R. Commission Circular No. 5991.

Million Dollar Reparation Suit.

W. R. Scott, transportation commissioner of the Board of Trade, Kansas City, Mo., announced Oct. 24 that suit would be started next week against the carriers to recover \$1,000,000 due shippers on grain moving into Kansas City over all the railroads.

The Omaha Grain Exchange got a favorable decision in a similar case, and it is now in the U. S. Circuit Court of Appeals. About \$500,000 will go to country shippers and an equal amount to members of the Board of Trade if the claim for reparations is granted. The claim arises out of the failure of the roads to put the reduced rates into effect promptly.

On Oct. 20, 1921, the Interstate Commerce Commission found that rates on grain in the western states were unjust and unreasonable and expected all railroads to carry into effect the provisions of its decision on or before Nov. 20, 1921. The railroads did not comply with the order and on Nov. 21, 1921, the Commission made an order to put reduced rates into effect on or before Dec. 27, 1921. Some carriers complied while others did not abide by the order until Jan. 7, 1922.

The effect of this decision reduced rates 13 per cent on wheat and 14½ per cent on coarse grains. It was said that railroads delayed putting into effect this order with the hope of having it absorbed in the general reduction of 10 per cent on all farm products in the United States, and tried to get the commission to consent to this reduction as being sufficient.

Canadian Lake Rate Control Still Out of Reach.

Members of the Lake Carriers Ass'n owning vessels sailing the Great Lakes under United States registry have been reluctant to express publicly their defiance of the Dominion Government's attempt to control the rate of freight on grain from Canadian ports; but on Oct. 23, after having received from F. J. Rathbone, sec'y of the Canadian Grain Commission a circular notice making it possible for United States vessels to evade the Canadian Law, the vessel managers at Cleveland, O., stated their position clearly in the following telegram to Leslie H. Boyd, chairman, and Thos. A. Low, minister of trade and commerce at Ottawa, Ont.:

Your notice that you are prepared to accept as a compliance with section 3 of the inland water freight rate act of 1923 either (a) the filing with the board of tariffs by the vessel owners, or (b) the filing by the shippers before loading of copies of charters or contracts for space.

The vessel owners here represented will decline to file such tariffs. We can have no objection to the filing by the shipper before loading of copies of charters or contracts for space as this so far as the vessel is concerned, restores and preserves her right of contract and places no obligation on the ship and would of course not affect the reasonableness of the rates, because we assume before the shipper definitely closes his contract with the vessel he has due approval of the government. With this understanding see no objection to United States vessels taking Canadian grain as in previous years. Please confirm.

Commenting on this action by the Commission the *Grain Trade News* of Winnipeg said:

It is perfectly true that Mr. Low and the Board of Grain Commissioners have no power to do what they say they are prepared to do, and it is true also that Mr. Low has just announced that he is "prepared to taken even more drastic action should it be necessary to do so," which is a public invitation to the vessel owners to hold out for further and more specific retractions; but what the authorities have already done is in principle as complete as anything they could do. They have declared they will not enforce the act as it stands and that they will give no excuse for a blockade. It would have been far better if they had said in plain language that they would not attempt to administer the act until parliament can reconsider the question.

Diversion and Reconsignment Charges in Texas.

The railroad commission of Texas has ordered that Texas Lines Tariff No. 32-D, covering rules and charges governing diversion and re-consignment of carload freight, be amended as follows:

Amend Item No. 135-A, Supplement No. 9, by canceling paragraph (c), as established by Circular No. 5657, and substitute therefor the following: "(c) When the re-consignment involves a backhaul or indirect service and the entire distance traversed is not greater than the distance at which the maximum common-point rate is reached, the through rate shall not be less than the mileage rate (single or joint line, as the case may be) for the short line distance from origin to substituted destination via the inspection point. When such short line distance exceeds the shortest distance for which the maximum rate applies a charge of 9 mills per ton per mile will be made for additional service (see exceptions), ascertaining the mileage as follows:

"From the actual short line distance from origin to substituted destination via the reconsigning point, deduct the direct short line distance from origin to substituted destination, subject to the following provisions: The mileage to be deducted shall not be less than the distance at which the maximum common point rate is reached, and the additional service to be charged for shall not exceed the short line mileage from the re-consigning point to the substituted destination. The difference in mileage so ascertained in excess of 100 miles, shall represent the extra haul or indirect service for which the charge above indicated shall be made." Effective not less than thirty days after publication by carriers.

Seeds

FAIRFIELD, ILL.—A. J. Poorman & Co. have engaged in the seed business and have installed seed cleaning machinery.

FOREMAN, ARK.—A seed house of the White Gin Co. collapsed recently with the weight of the seed which had been stored there.

ADLAY is a new grain plant from the Orient, which is described by P. J. Webster in the Journal of Heredity, giving a discussion of the merits and possibilities for cultivation.

BROOKINGS, S. D.—Geo. P. Sexauer & Son have built an addition to their seed warehouse space, for shipments of alfalfa and timothy.

FORT WORTH, TEX.—The quality of maize heads is bad this season and many rejections are probable.—Transit Grain & Commission Co.

HAMLET, ILL.—Gray Bros. have installed a new and improved seed cleaning outfit. They will have considerable timothy, clover and alsike to clean.

DUCHESNE, UTAH.—The J. G. Peppard Seed Co., of Kansas City, Mo., has established a seed cleaning house here, the company's third plant in the state.

HILLSBORO, TEX.—Mrs. M. C. Green has filed a petition in bankruptcy for the business conducted by her as the M. C. Wood Seed & Floral Co., scheduling \$23,998 liabilities and \$11,773 assets.

SIGOURNEY, IA.—The Bruns Seed Co. will settle claims of its creditors by giving them preferred stock, dollar for dollar, to the extent of \$65,000, and continue the profitable branches of the business.

COTTONWOOD, S. D.—We took possession Sept. 30 of the elevator of the Cottonwood-Rochdale Co., that had stood idle two years, and which we bot to use in gathering alfalfa seed.—Elmer H. Sexauer of Geo. P. Sexauer & Son.

ANTHONY, IDA.—The employees of the Everett B. Clark Seed Co., girls and women, went on strike Oct. 3 for shorter hours and higher wages. They endeavored to persuade the workers of the John H. Allen Seed Co. to join them, but few left the plant.

MADISON, WIS.—Indications are that the clover seed crop in Wisconsin is 31% below last year. There is a marked reduction in the acreage cut for clover seed, and yields are not as promising as last year.—Wisconsin and United States Crop Reporting Service.

SASKATOON, SASK.—The McNab-Young-Barclay Seed Co. Ltd. has been organized with a branch at Calgary, Alta., to engage in the wholesale seed business. A. P. McNan, minister of public works in the Saskatchewan government, is pres., J. B. Young vice-pres. and T. Barclay sec'y-treas.

PHILADELPHIA, PA.—Work has been started on a flax receiving and storage plant for the Bisbee Linseed Co. by James Stewart & Co., Inc. Storage capacity is 250,000 bus. and in connection with same the workhouse is being provided with all the weighing, cleaning and grading equipment. Total cost, \$85,000.

GERMINATION is speeded up from eight days to a month by a new fertilizer which has been discovered by Professors Lecomte and Countant, experimental chemists working for the French government. It is understood that the French board of agriculture is prepared to negotiate American rights for a substantial sum. The British rights have been sold.

SELF FERTILITY was evidenced when 153 seeds obtained from 32 of 650 artificially self-pollinated red clover plants, upon planting, produced 79 normal plants, which in turn were self-pollinated on coming to bloom. There are many indications according to W. N. Ferguson in the Kentucky Experiment Station Cir-

cular 29, that self-fertile lines exist in red clover.

GERMINATION gains of 11.2 per cent resulted from scarifying red clover seed in experiments conducted by the Kentucky experiment station, and reported H. Garman in the "Seed World." The number of hard seeds in the samples of red clover was reduced about 50 to 75 per cent by scarifying 10 to 20 minutes. Scarifying for 20 minutes showed germination gains of 15.8 per cent.

JEFFERSON CITY, MO., Oct. 12.—Alfalfa seed is in 78% condition, and present conditions indicate a crop of two bushels to the acre on 4,000 acres, or 8,000 bus. Clover seed condition is 68%, indicating 1.2 bus. to the acre. The outlook is the poorest in many years and hullers are reluctant to pull out, so that much scattered clover seed may not be threshed.—Missouri State Board of Agriculture.

SCARIFICATION, altho effective for the improvement of immediate germination, appears to have a deleterious effect on the longevity of alfalfa seed, according to experiments at the Wisconsin Experiment station, which are fully recorded by L. F. Graber in the Journal of the American Society of Agronomy. Where legume seed is to be stored more than a year, it is best to delay scarification until a few months before seeding.

TOLEDO, O.—A few hundred bags of prime clover delivered on October contracts this week. It went into strong hands. Some shipped out. Most remaining longs anxious to accept deliveries. Shorts expect to make deliveries on their contracts. Dealers reporting good cash demand for clover, both prompt and deferred shipment. Foreigners are offering good quality red clover, but the prices are about equal to our present market when you figure the duty, freight and cost of recleaning the seed to grade prime.—Southworth & Co.

OKLAHOMA CITY, OKLA.—Grain sorghums showed an improvement during the month. The condition of grain sorghums on Oct. 1 was 54 per cent of normal, forecasting a total production of 20,976,000 bus., compared with 19,575,000 bus. last year and 26,040,000 bus. in 1921. The crop was badly damaged by drought and hot winds during August but was helped somewhat by the rains of the past month, especially the late crop, which will make if frost is sufficiently late.—C. H. Robinson and C. D. Carter, statisticians of Oklahoma and United States.

TREBI, a new variety of barley, especially adapted to irrigated conditions in Idaho, and which is now finding favor extensively, originated from a single plant, from seed imported from Samsun, Asiatic Turkey. While Trebi has given good yields and appears promising in some sections without irrigation, it has not been tested long enough for any definite estimate of its worth under these conditions to be formulated.

WASHINGTON, D. C., Oct. 10.—The United States Department of Agriculture reports the production compared with last year as 66.1 per cent for clover seed, 116.8 per cent for grain sorghums, 125.2 per cent for beans. The condition Oct. 1 was 68.2 per cent for clover seed; compared with 81.5 per cent in 1922, 67.5 per cent grain sorghums, compared with 64.9 per cent in 1922. Yield of alfalfa seed was 3.5 bus. per acre as compared with 3.2 last year; beans 10.3 bus. per acre compared with 11.4 last year.

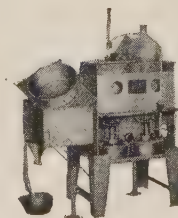
WASHINGTON, D. C.—The Sudan grass seed crop, estimated at more than 500 carloads, is expected to be two or three times as large as the small 1922 crop. High prices for this seed late in the winter and early in the spring induced growers this year to increase the acreage harvested for seed. Districts that heretofore have not had a surplus amounting to a carload indicate that they will have several carloads more than needed for local sowing requirements. The carry over of old seed is practically nothing while the carry over last year at a corresponding time probably amounted to more than 75 carloads. The clean-up of 1922 crop and old seed was brought about by the good demand last spring and summer.—U. S. Dept. of Agriculture.

LANSING, MICH.—The condition of the clover seed crop is 70 per cent. Second cuttings filled well and the acreage cut is larger than expected earlier in the season. Harvesting is later than usual due to slow maturing, wet weather in September, and shortage of labor. The present condition presages a crop of 140,000 bus., or 100,000 bus. less than produced in 1922. Late beans are being harvested. The yields are not quite as good as from the early crop, and during a part of September rains did considerable damage, causing an increased moisture content and higher percentage of pickage. Results of the October 1 inquiry show an average yield of 11 bus. per acre and an average pick of eight per cent. The yields vary from an average of three and four bushels per acre in the poorest sections to an average of 15 to 20 bus. in the best localities. Individual yields of 25 to 30 bus. per acre have been reported from several counties. The prospective crop in Michigan is 6,248,000 bus.—Verne H. Church, statistician Michigan Dept. of Agriculture.

"WHITE YOLO" is a new grain sorghum adapted to the dry summers of California that is recommended by John W. Gilmore of the College of Agriculture at Berkeley, who says: In 1916, White Milo and feterita were allowed to cross promiscuously, and in 1917 an odd looking plant was found in the mixture from the 1916 crop. It was characterized by dwarf stature, erect cylindrical heads, large white round seeds with black glumes. A single head of this was planted in 1918 and it broke up into a number of forms, ranging from typical Milo to typical feterita. From these forms a number of selections were made. This strain of grain sorghum is dwarf in habit and of remarkable uniformity in height. Last season 1,047 plants were measured from field run. The height ranged from 33 to 56 inches, but 90.3 per cent of them ranged from 40 to 51 inches, and 53.7 per cent of them were from 44 to 49 inches. With this low stature and uniform height the whole crop was cut and threshed from the field with a small combine. A number of other machines were also tried with success. Ordinarily, it costs about ten dollars per acre to put the grain of Milo or feterita in the sack,

WET CORN

Necessitates Your Protection
from Financial Loss



The Best Insurance

is correct
grading equip-
ment which
means

SEEDBURO

(Trade Mark)

Moisture Testers, Dockage Scales,
Sieves and other Approved Devices.

Manufactured by

SEED TRADE REPORTING BUREAU
1018 S. Wabash Ave. Chicago, Illinois

Send for Catalog 50G

out by harvesting Yolo with machinery the cost was about three dollars.

DES MOINES, IA.—A. M. Eldridge has been appointed receiver of the Iowa Seed Co., to succeed Receivers McKay and Hardin, and by order of court will continue the business until after next spring's selling season, at least, to give the stockholders an opportunity to demonstrate their ability to reorganize the company. The liabilities July 31, 1923, were \$172,-710.12; and the assets, \$218,922.15. By advancing the company \$7,500 out of their own pockets the receivers were able to settle a second mortgage on its 31st and Crocker streets property, on which \$18,053.78 was due, and the saving of \$10,553.78 made by this deal was credited to the account of W. H. Small & Co., of Evansville, Ind., the Citizens Trust & Savings Bank of Evansville holding the \$20,000 mortgage, the foreclosure of which would have been unfortunate. Mr. Eldridge will draw a salary of \$300 a month and will employ no one who does not give his entire time to the company.

JEFFERSON CITY, Mo., Oct. 15.—Clover seed is very disappointing and the production will be less than for some years. The October condition is 60% normal, indicating 1.2 bus. per acre, but probably a considerable amount of clover cut for seed will not be threshed, due to the difficulty of getting hullers because of the scattering harvestings. Alfalfa seed yields two bushels per acre, with only 4,000 acres, or 8,000 bushels. Hardly more than 2% of the Missouri alfalfa acreage is cut for seed. Soybeans are 85% normal upon the largest acreage ever harvested. The crop has been cut under bad conditions, with a good prospect in Shelby and Linn counties. Cowpeas 78%—good in the southeast and poor in the southwest. The crop in the southeast sections is not yet ready to harvest. Grain sorghums at 85% are considerably better than last year and indicate slightly above 24 bushels per acre. Yield was 20 bushels last year. Millet will be harvested for seed mostly in the north central counties and largely for hay in the south central section. Hay takes 84% of the acreage and seed 16%.—E. A. Logan and Jewell Mayes.

MINNEAPOLIS, MINN.—An estimate of the new crop Argentine was published, giving an acreage of 5,253,000 acres and yield of 77,-200,000 bus., against an acreage of 4,043,000 acres and yield of 47,023,000 bushels for last year. This caused a sharp decline in domestic values last week. It hardly seems worth while to consider these Argentine estimates, but they do affect our speculative markets, and it may not be amiss to call attention that the yield per acre in the figures given for the last year was 11.6 bus. If we multiply 5,253,000 acres by 11.6 bus. per acre, we have a yield of 60,-335,000 bus. instead of 77,200,000 bus. A yield of 11.6 is very high. Last year the yield in the U. S. was 8.3 bus. and the U. S. Government estimates a yield of 8.6 this year. Our letter of Nov. 11, 1922, gave the Argentine Government official estimate of the growing linseed crop as 4,018,000 acres, total production 61,220,-000 bus., home consumption, 6,000,000 bus., exportable surplus, 55,220,000 bus. We remarked, "Does not the Argentine estimate of 15 bus. per acre seem rather high?" We do not think there is remaining three million bushels and there have been exported 41,000,000, or total export of 44,000,000 bus., instead of the estimated 55,220,000. We have no sympathy for the flaxseed speculator, but why should the legitimate oil consumer place confidence in ridiculous estimates on crops a large part of which is barely out of the ground.—Archer-Daniels-Midland Co.

BEATRICE, NEB.—In the fight against the encroachments of the Blue river the Black Bros. Mill Co. has purchased all available grain and gunnysacks, to be filled with dirt and used in making dykes.

Alfalfa Seed Crop Report.

WASHINGTON, D. C.—The 1923 crop of alfalfa seed may exceed last year's production by 5% or more. The increased production in Utah, Arizona, Texas, New Mexico, and possibly Idaho is expected to more than offset the greatly decreased production in Kansas and Nebraska and the somewhat decreased production in some other States.

Estimates of dealers at 125 stations in leading producing districts indicate 1923 crop shipments at 13,500,000 lbs. compared with 1922 crop shipments aggregating approximately 13,000,000 lbs. from the same stations.

A good demand for alfalfa seed was reported during the spring and summer. The carryover of good quality domestic seed is reported to be small and seedsmen seem to be more interested at this time than usual in the outlook for this year's crop. In general the growing season in European countries that produce a surplus of alfalfa seed was much more favorable than last year and they undoubtedly will have more seed to offer than last year. Higher prices than prevailed last year at this time will be an incentive for them to export as much seed to this country as possible.

It should be remembered, however, that during the past two years Argentina has contributed the bulk of our imports of alfalfa seed. During the fiscal years ending June 30, 1922 and 1923 the total quantities of alfalfa seed permitted entry under the Seed Importation Act were 7,259,100 and 8,784,000 lbs., respectively, of which amounts approximately 90% was imported from Argentina alone. The 1923 crop of Argentina was reported to be only one-half as large as the 1922 crop, which was estimated to be about 25,000,000 lbs. The carryover of 1922 crop seed plus the production in 1923 in Argentina amounted to about 2/3 of their large 1922 crop. Approximately 3 1/2 million pounds of the 1923 crop has already been exported to the United States, Europe and Brazil. In addition to Argentina's requirements for autumn sowing in February and March, there remains only about 2 1/4 million pounds of 1923 crop for export.

Between July 1 and Sept. 15 of this year 2,-211,800 lbs. of alfalfa seed was permitted entry compared with 3,012,600 lbs. last year, 1,185,600 lbs. two years ago, and 171,500 lbs. three years ago for the same period. During the week ending Sept. 22 approximately 461,000 lbs., subject to the Seed Importation Act, arrived at New York from Argentina.—U. S. Dept. of Agriculture.

Corn Cobs Converted into Lumber.

According to the Oct. 1st forecast of the Bureau of Crop Estimates the United States will produce 42,300,356,000 lbs. of corn cobs this year, all of which will be waste. Every year this great pile of cobs is thrown away. Scientists have repeatedly promised to devise some practical use for cobs, but still they are a burden on our hands.

It is claimed that Prof. Elton R. Darling of Millikin University has succeeded in making a very satisfactory lumber, for general building purposes, from corn cobs. It is claimed that the new product will withstand wear and tear as well as any hardwood and that it is entirely available for carpentry and cabinet work, being capable of being "worked" with the same tools and in the same manner as natural wood. This product can be nailed or screwed and turned on a lathe without chipping. It will withstand a pressure of 10,000 pounds to the square inch.

In addition to this the corn cobs being treated before being turned into wood, yield as by-products all the products which are now made from them such as furfural which is largely used in the manufacture of rubber specialties. The latter is now a direct product and costs about \$35 per pound and by the new method it is claimed that the cost will be reduced greatly.

How would you like to have a new elevator built entirely of the corn cobs you threw away?

It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,
305 So. LaSalle St.,
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN
EMC*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

Send your order today

Price \$3.00

Grain Dealers Journal

309 So. LaSalle St.

CHICAGO

Supply Trade

FARIBAULT, MINN.—The Humphrey Elvtr. Co. has registered the word "Humphrey" as a trade mark No. 182,815 for elevator.

CHICAGO, ILL.—R. W. Yerkes, formerly manager of the Philadelphia plant of the Link-Belt Co., has been appointed treasurer of the company, succeeding B. A. Gayman.

INSTEAD of the 25 per cent advance in wages to all employees of the steel corporation receiving a reduction in working hours it has been decided to grant 10 hours' pay at the old rate to men whose time is decreased from 12 to 8, and 11 hours' pay to those decreased from 12 to 10 hours.

CHICAGO, ILL.—S. T. Scofield, formerly advertising manager and division sales manager of Kilbourne, Jacobs & Co., Columbus, O., has been appointed advertising manager of Fairbanks, Morse & Co. to succeed C. M. Briggs, who has been transferred to the purchasing department.

THE BUSINESS optimist makes business good because he goes after it. The business pessimist always stands ready to draw in his oars on the slightest provocation. A certain amount of effort always produces a certain amount of business, and usually, paradoxical as it may seem, the chances are best when business isn't so easy to get—for then the competition is less.

NEW YORK, N. Y.—The U. S. district court on Oct. 23 ordered dissolution of the Cement M'frs Ass'n on grounds that it is a trust. It ordered the so-called trust to discontinue the practice of interchanging statistics regarding production and granted all other decrees sought in the government suit. The judge extended the dissolution to include the ass'n and all its corporate and individual members.

BILLS 11 and 13494 will be reintroduced by Reps. Kelly of Pennsylvania and Merritt of Connecticut promptly when Congress meets Dec. 3, ostensibly in the interest of manufacturers who desire to fix the resale prices of their product in the hands of distributors, regardless of the fact that some distributors doing a large volume of business may be able and willing to share the lower cost with the ultimate buyer. It is class legislation, in the guise of an attempt to prevent unfair competition.

LOUISVILLE, KY.—The Louisville Drying Machinery Co. has been taken over by W. L. Fleischer & Co. of New York. The company was operated as a co-partnership by G. W. Fish and W. E. Koop. New articles of incorporation were filed; capital stock, \$55,000. Possession of the plant will be given Nov. 1 and the present force of sixty men will be increased to 100. The plant has been operated for twenty-six years, manufacturing rotary steam driers for handling brewers and distillers grain.

MINNEAPOLIS, MINN.—We have recently installed the following Carter Disc Separators: Equity Elvtr. & Trading Co., Sheyenne, N. D.; Farmers Interstate Elvtr. Co., Drayton, N. D.; Morten Mlg. Co., Dallas, Tex.; Baker Mill & Grain Co., Baker, Ore.; Sperry Flour Co., Spokane, Wash.; Globe Gr. & Mlg. Co., San Francisco, Cal.; N. W. Consolidated Mlg. Co., Minneapolis, Minn.; Froedtert Malting Co., Milwaukee, Wis.; and Winona, Minn.; Altenburg Roller Mills, Altenburg, Mo.; Perkins Grain & Mlg. Co., Perkins, Cal.; Washburn Crosby Co., Minneapolis, Minn.; Hales & Hunter Co., Chicago, Ill.; Morten Mlg. Co., Dallas, Tex.; Springfield Mlg. Co., Springfield, Ill.; Golden Flour Mill & Elvtr. Co., Golden, Colo.; Cereal Products Co., Manitowoc, Wis.; Kimbell Mill & Elvtr. Co., Wolfe City, Tex.; Rice Seed Co., Detroit, Mich., also shipped machines to New Zealand, England, Ireland, Denmark, Australia and India.—Carter Mayhew Mfg. Co.

PEORIA, ILL.—Under the re-financing plan adopted by the stockholders of the Hart Grain Weigher Co. W. B. Wilde, former president, will resign. Mr. Wilde has been with the company since it was organized in 1899, has been pres. and treas. since 1908; he will continue as a stockholder in the company. J. E. Martin, Mr. Wilde's son-in-law, will withdraw from the company where he was assistant sec'y, and will manage the Hart Oil Burner Co., a separate corporation. New officers of the Hart Grain Weigher Co. are A. J. Hartley, pres. H. A. Coffman, vice-pres., Hiram Todd, sec'y, J. E. Jackson, treas., H. E. Curtin, assistant treas. The capital stock is \$400,000.

CHICAGO, ILL.—The federal reserve bank of Chicago reports a slowing down of building activity in the 7th district. Contracts awarded during August amounted to \$45,782,913, a decline of 14 per cent from July and almost 20 per cent below August a year ago. This decline brought the district figures as well as those of the separate states back, approximately, to the level of the early months of the year, before the active spring season began. In comparison with conditions of a year ago, employment in all industries at the present time is approximately 15 per cent greater, and pay-rolls 28 per cent larger, indicating an increase of 11 per cent in the average pay per man.

CHICAGO, ILL.—The first meeting of a new organization to fight "Pittsburgh plus" was held here Oct. 17. This new organization, which is to be known as "The Associated States Opposing Pittsburgh Plus," is an outgrowth of the appropriation of \$55,000 by four states, Illinois, Iowa, Minnesota and Wisconsin, which formed a joint commission to fight the "Pittsburgh Plus" system. This commission invited the co-operation of other states, with the result that the governors and attorneys general of 15 additional states have joined the fight. W. E. McCollum, sec'y of the Western Ass'n of Rolled Steel Consumers, is in charge of the office.

CHICAGO, ILL.—Building conditions in Chicago are vastly better than in any of the larger eastern or southern cities, according to W. E. Seymour, employment manager of the Citizens' Com'te to Enforce the Landis Award, who has just returned to Chicago from a six weeks' trip thru the east and south. Mr. Seymour made analytical observations of industrial conditions in New York, Boston, Baltimore, Philadelphia, Pittsburgh, Atlantic City, Wheeling, Charleston, Richmond, Cincinnati, Kansas City, Detroit, Tulsa and Oklahoma City. "Everywhere I found a tremendous shortage of mechanics, except those engaged in the wood-working trades, such as carpentry and interior and form trimming. The plastering situation is even more acute in the east than it is in Chicago, and bricklaying conditions in Chicago are much better than in any of the eastern cities."

CHICAGO, ILL.—Weller Mfg. Co. reports the following recent sales of Wonder Grain Cleaners: Farmers Elvtr. Co., Eldridge; Western Terminal Elvtr. Co., Sioux City, and J. Bur-night, Westfield, Ia.; Probst Grain Co., Ark. City, Kan., and Perrytown, Tex.; Farmers Elvtr. Co., Hardwick, and Nat'l Grain Insp. Co., Minneapolis, Minn.; Greely Elvtr. Co., Carter, Great Falls and Hyland, Mont.; Grain Growers Ass'n, Danvers; Brown Grain Co., Moore and Lewistown, Mont.; Farmers Co-op. Grain Shipping Ass'n, Armour; H. B. Giedd, Avon; Farmers Elvtr. Co., Beardsley, Lester-ville, Wessington Springs, Delmont, Menno, Roscoe and Turton; Sexauer & Son, Brook-ings; M. Preszler, Hillsview; Hosmer Mlg. Co., Hosmer; L. E. Brewer, Howard; H. Reiner, Leola; F. H. Way, Marion; G. Dirks, Wessington Springs, S. D.

CHICAGO, ILL.—The Link-Belt Co. has purchased the Meese & Gottfried Co., of San Francisco, Los Angeles, Seattle and Portland. For the past ten years Link-Belt Co. has been distributing its products on the West Coast thru its subsidiaries, the Link-Belt Northwest Co. of Seattle, and the Link-Belt Pacific Co.

of San Francisco. The improvement in distributing facilities effected by the consolidation and the additional manufacturing facilities acquired, should give the rapidly-growing industries of the Pacific Coast highly economical and efficient service. Meese & Gottfried Co. and its predecessors, have been manufacturers of power transmission machinery and distributors of conveying and transmission machinery on the Coast for more than forty years. It is the intention of the new owners to add to the facilities and enlarge present stocks so that prompt service to its customers will be insured. The new organization will be known as Link-Belt Meese & Gottfried Co., with headquarters at San Francisco. The officials will be: Charles Piez, Chairman of the Board; B. A. Gayman, Pres.; Harold H. Clark, Vice-Pres. and Sales Manager; Leslie W. Shirley, Treas.; Richard W. Yerkes, Sec'y.

THE CANADIAN Commissioner of Customs and Excise has added barley meal to the list of articles exempted from the payment of the sales tax, effective from October 2, 1923, the date of the order in council.

Sold Poor Belting at a Premium.

In these days of keen competition it behooves the man with something to sell to set his brain working on the problem of seeking and finding a new sales angle or outlet for his goods. Profits are ever elusive to those who plod along in the ruts of commercialism; but to those who are mentally alert the profit is certain as to quantity and quality. Every day the student of merchandising and marketing finds some new example of the gentle art of selling. All are interesting; some are amusing—but each and every sales scheme is worthy of study.

This first sales scheme isn't what one would call ethical. Still it accomplishes a purpose and I presume the manufacturer will never be called to expiate his sins before the great jury composed of the ultimate consumer. May the Lord have mercy on his soul if he does!

A certain belting jobber had on hand a large quantity of belting known in power transmission circles as third-class belting. As a rule the market for this grade of belting is very limited, but due to some blunder in buying this jobber found his stock very much top-heavy. His salesmen failed to move any appreciable amount of the stock. A limited advertising campaign also failed to produce. As a last resource a direct-mail campaign was used and very attractive prices quoted. No action! The officials in this jobbing concern were frankly worried and so stated in a sales conference. A young salesman finally furnished the solution. It was a solution, however, that was a distinct breach of business ethics—or, at least, so it appears.

The firm sent out consignments to six large cities where they knew there had been a limited demand for this third-grade belting. These shipments were consigned to fictitious firms and impossible street addresses. After lying around the freight-house the prescribed time set forth in due and rounded terms in bills of lading the belting was sold at auction. In some dark and devious manner—I think I know how it was done—various purchasing agents were given hints that the belting was to be sold at auction. The net result was that a high percentage of the belting was sold at a higher price than had ever been quoted. A small percentage was, of course, sold for a mere song; but on the average the quoted price was reached on a very large portion of the belting.

Unethical? Perhaps. Right now I happen to know that the jobber is torn between firing the smart young salesman who made the suggestion and awarding him the Palm of Promotion.—Harry Botsford in Advertising & Selling.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

L. A. Lowrey, agt. in Supplement No. 3 to 20-M gives local and joint rates from or to points within the Chicago District, effective Nov. 20.

E. B. Boyd, agt. in Supplement No. 11 to 1-Q of Western Trunk Lines gives rules, regulations and exceptions to classifications, effective Nov. 15.

C. & A. in Supplement No. 5 to 2-I gives switching and other terminal charges, also rules governing absorption of switching, drayage and transfer charges, effective Sept. 29.

C. & E. I. in Freight Tariff No. 610 gives joint and proportional rates on grain, grain products and grain by-products also cotton seed, cotton seed ashes, cotton seed hull bran and dried beet pulp from stations on the Chicago and Eastern Illinois Ry. to points in Kentucky, New York, Ohio, Pennsylvania and West Virginia effective Nov. 15.

C. & A. in Supplement No. 3 to 1596-G gives joint and proportional rates on grain and grain products, from stations in Illinois on the C. & A. R. R., C. & I. M. R'y and C. & N. W. R'y, also from Louisiana, Mo., to Key West, Fla., Mobile, Ala., New Orleans, La., Pensacola, Fla., Port Chalmette, La., and Westwego, La., effective Nov. 7.

C. R. I. & P. in Supplement No. 7 to 19690-J gives local, joint and proportional rates on grain, grain products, seeds and broom corn, from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Ia., to Little Rock, Ark., and stations in Arkansas, Louisiana and Missouri, effective Nov. 17.

C. I. & L. in Supplement No. 1 to 520-B gives local, joint and proportional and reshipping rates on grain, grain products, and grain by-products, also flaxseed from stations on the Chicago, Indianapolis and Louisville Railway Co. to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Missouri, New York, Ohio, Pennsylvania, West Virginia, Wisconsin, effective Nov. 13.

C. & E. I. in Supplement No. 50 to 8650 gives joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes, cotton seed hull bran and dried beet pulp from stations on the Chicago and Eastern Illinois Railway to points in Kentucky, New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada, effective Nov. 15.

A. T. & S. F. in Supplement 5 to 7481-H gives joint and proportional rates on grain products and seeds from Colorado, Kansas, Missouri and Oklahoma, also Superior, Neb., on the A. T. & S. F. Railway Co., G. C. & S. F. Railway Company and the Leavenworth & Topeka Railroad Company to Alabama, Arkansas, Kansas, Louisiana, Missouri, Mississippi, Oklahoma, Tennessee and Texas, effective Oct. 30.

N. Y. C. & St. L., in Supplement No. 8 to Tariff No. 1575-G, I. P. U. C. No. 127, cancels proportional rate applying on grain and grain products from East St. Louis, Ill., when originating beyond, to Cairo, Ill., when destined beyond, applying via Ramsey, Ill., and Illinois Central Railroad; and increases rates on grain and grain products from East St. Louis to stations in Illinois, Fancher to Panama, inclusive, and Fruit, Ill., effective Nov. 15.

I. C. in Supplement No. 17 to 1537-G gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds between stations in Illinois, Indiana, Wisconsin also Dubuque, Iowa, and St. Louis, Mo., and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., Peoria, Ill., St. Louis, Mo., Ohio River crossings and other stations in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Wisconsin, effective Nov. 15.

C. R. I. & P. in Supplement No. 5 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds be-

tween Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texas, effective Nov. 16.

C. R. I. & P. in Supplement No. 4 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds, between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota, and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texas, effective Nov. 16.

C. R. I. & P. in Supplement No. 4 to 29329-F gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Atchison, Kan., Council Bluffs, Ia., Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska, on C. R. I. & P. Ry., C. B. & Q. R. R., M. P. R. R., and Wab. Ry. and stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin, effective Nov. 20.

I. C. in Supplement No. 3 to 601-I gives local, joint and proportional rates on grain, grain products, feed, hay, meal, seeds, straw, flax fibre and moss between Iowa, Minnesota, Nebraska, South Dakota, on Illinois Central Railroad, Cedar Rapids & Iowa City Railway, Ft. Dodge, Des Moines & Southern Railroad, Great Northern Railway, Waterloo, Cedar Falls & Northern Railway and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Peoria, Ill., St. Louis, Mo., Ohio River Crossings and stations in Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Missouri, Ohio, South Dakota, Wisconsin, effective Nov. 8.

Soy Bean Plant at Seymour, Ind.

The soy bean industry as entered into by the Blish Mfg. Co. at Seymour, Ind., is as yet in the experimental stage. The purpose of embarking in this industry is to establish a convenient cash market for soy beans and thus encourage farmers to fertilize their land.

Farmers in the vicinity of the mill planted 10,000 acres the past season and a larger acreage has been promised for the coming crop year. The company realizing that driers would be needed set to work to adapt the use of grain driers.

A single unit system of the expeller method has been installed. A machine designed for crushing coconuts with certain changes by engineers is used for crushing the beans.

A large soap firm is reported to have offered to sign a contract for the entire oil output of the Seymour plant.

Dangerous Gas Engine Troubles.

OEBOLT, IOWA.—"We were having engine trouble and had primed our engine a number of times, spilling some of the gasoline over the priming cup on the floor. In testing the spark too near the gasoline a blaze resulted. Two or three hand extinguishers were immediately put into use, but the fumes were so suffocating we were not able to get the fire out in this way. The doors and windows were immediately closed and the fire department called. They were quickly on the job, and by the use of their chemical engine, the blaze was soon extinguished without loss.

"By a strange coincidence a fire started in the engine room of the Cracker Jack elevator located just east of this house on the following Thursday. They have an engine requiring to be generated with a torch. The torch exploded and the fire resulting caused about a two hundred dollar loss. The fire was confined to the engine room and was also quickly extinguished by the chemical truck of the local fire department."—Farmers Elevator Co., in Our Paper.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas lined ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

GRAIN DEALERS JOURNAL

305 So. La Salle Street CHICAGO, ILL.

Shipping Notices Duplicating

are designed for use by grain country shippers in advising receivers of shipments, giving complete information regarding each car. The carbon copy remaining in the book gives shippers a ready reference for each load.

The form shows the grade, kind and weight of grain loaded into car—initials and number, with seal numbers, at..... station, on..... date; billed shipper's order, notify..... bank of..... \$.....; made thru..... draft for..... to apply on sale of..... bushels made.....

Printed on white bond originals, perforated so they may be easily removed without tearing, and yellow manila duplicates. Bound in books of 50 sets with heavy hinged pressboard tops and binders board bottoms, size 5½x8½ inches and supplied with two sheets of carbon. Order Form No. 3. S. N. Price 75c. Send all orders to

GRAIN DEALERS JOURNAL

315 So. La Salle St., Chicago, Ill.

TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.

Supreme Court Decisions

Sale of Grain Governed by Rule of Exchange.—Sales of grain made upon the floor of the Omaha Grain Exchange by one member of the exchange to another member are governed by the rules of the Grain Exchange. —Holmquist Elevator Co. v. Omaha Elevator Co. Supreme Court of Nebraska. 194 N. W. 800.

Arbitration.—Under Arbitration Law the court cannot compel arbitration before a foreign corporation without the state, under an agreement between the parties, as no award taken without the state may be a basis for a judgment.—In re California Packing Corporation. Supreme Court of New York. 201 N. Y. Supp. 158.

Farm Buro Contracts Enforceable.—A co-operative marketing association organized under Co-operative Marketing Act (Vernon's Ann. Civ. St. Supp. 1922, arts. 14½k to 14½yy), may enforce performance of a grower's contract to sell his cotton to it exclusively, in a suit for specific performance, or for an injunction against a breach, as authorized by the statute, even if otherwise unenforceable in equity for lack of mutuality of remedies, and notwithstanding a provision as to liquidated damages, which is authorized by the statute.—Texas Farm Buro Cotton Ass'n v. Stovall. Supreme Court of Texas. 253 S. W. 1101.

Measure of Damages for Breach of Contract.—In an action for damages for breach of contract in refusing to accept wheat agreed to be purchased, where complaint claimed as damages the difference between the contract price and the market price at the time and the market price was set out, an instruction that plaintiff's damages should be computed on the difference between the contract price and the market price at the time and place of delivery, for the amount which defendant refused to receive, was correct and applied to allegations of the complaint.—H. C. Lallier v. Colorado Milling & Elevator Co. Supreme Court of Colorado. 216 Pac. 531.

Broker Not Liable for Failure to Get Delivery on Exchange.—Where plaintiff employed an agent doing business as a dealer on the Chicago Board of Trade to purchase corn for future delivery, and where the agent before accepting such employment informed the plaintiff that, while future delivery was contemplated, he could not insure delivery, in an action by the plaintiff against the agent for damages for failure to deliver, the petition as amended disclosing that the agent had limited his liability as to a delivery of the corn, held, that the petition as amended failed to state a cause of action.—J. L. Franks v. Adolph Kempner Co. Supreme Court of Oklahoma. 217 Pac. 848.

Notice of Claim and Time for Suit.—Under the Cummins Act (U. S. Comp. St. § 8604a), if loss, damage, or injury be due to delay in delivery or to damage in transit through carelessness or negligence, no notice of claim or filing of claim is required as condition precedent to recovery. Under interstate bill of lading, requiring suits for loss, damage, or delay to be brought within two years and one day after delivery, or, in case of non-delivery, within that period, after reasonable time for delivery had elapsed, where property was not delivered within reasonable time, but was delivered subsequently, time for suit ran from expiration of reasonable time, as the stipulation must be interpreted with regard to the law requiring delivery within reasonable time.—Winstead v. East Carolina Ry. Co. Supreme Court of North Carolina. 118 S. E. 887.

Trader's Right to Choose Customers.—A trader or manufacturer engaged in private business, not of a public or quasi public character, may sell to whom he pleases, and may restrict his sales to a customer as to quantity, if his contracts are not in violation of any law made for the protection of the public.—Fosburgh v. California & Hawaiian Sugar Refining Co., U. S. Circuit Court of Appeals. 291 Fed. 29.

Failure to Protest Prevents Reopening of Settlement.—A settlement of demurrage charges for cars in constructive placement was voluntary and will preclude recovery of overcharges when the charges were not in excess of published tariff rates and payment was not exacted as a condition to acceptance or delivery of goods, but the bill for such charges was given shipper, a deduction allowed, another claim put forward denied, and the amount agreed on voluntarily paid.—Tacoma Grain Co. v. Nor. Pac. Ry. Co. Supreme Court of Washington. 217 Pac. 13.

Suit in County of Plaintiff's Residence.—In a suit for an alleged shortage in weight and variance in grade of four cars of oats, purchased by plaintiff from defendant, where defendant's broker by letter confirmed the sale, on which both plaintiff and defendant acted, and in pursuance thereof defendant shipped the oats and drew drafts on plaintiff for each car, and attached to each draft a bill of lading issued to his broker for transportation to shipper's order, held sufficient to prove a contract on the part of defendant to perform an obligation in the county of the residence of plaintiff, and to lay the venue of an action thereon, under Rev. St. art. 1830, exception 5, in the county of plaintiff's residence.—Patterson v. Smith Bros. Grain Co. Commission of Appeals of Texas. 252 S. W. 1058.

Shipper's Weights Govern.

Parker Corn Co., Kansas City, Mo., plaintiff, v. Flanley Grain Co., Sioux City, Ia., defendant, before Arbitration Com'te No. 5 of the Grain Dealers National Ass'n, composed of H. C. Gamage, L. C. McMurty and Dick O'Bannon.

This case grows out of purchase by the plaintiff from the defendant of 10,000 bus. No. 3 yellow corn basis 91 cents Kansas City, Mo., shipper's or official weights to govern.

Buyer instructed seller to bill the corn to Kansas City, Mo. This case deals with car Penn. 549933 which was shipped from Pierson, Ia., to the order of plaintiff at Kansas City, Mo., seller invoicing on the buyer on basis of 88,000 pounds, shipper's loading weight. The car in its movement to Kansas City was weighed at Council Bluffs, Ia., on track scales under the supervision of the railroad company, showing a net weight of 73,600 pounds with notation "car was leaking." The car moved from that point on diversion by the Parker Corn Co. to a point in Oklahoma and was reweighed showing an outturn of 71,220 pounds. Buyer therefore rendered account sale to sell using the weight of 71,220 pounds as a basis of settlement. The seller refused to settle on this weight, standing on his contract and supplying shipper's certified loading weight of 88,000 pounds.

Plaintiff endeavors to discredit the reliability of the shipper's loading weight of 88,000 pounds, furnishing certain letters and correspondence from the Frisco Railroad Co., who had made an investigation of the manner of loading, and which road declined to accept these weights as a basis of settlement of claim for shortage existing.

Your com'te is of the opinion that the contract governing this car specifically provided the terms under which settlement was to be made. In the absence of official unloading weight, which buyer could not furnish, it therefore reverted to the settlement on shipper's loading weights.

We, therefore, find for defendant and assess the cost of this arbitration against plaintiff.

OWEN L. COON Railroad Claim Attorney Association Building CHICAGO

Charge—33½% of the amount collected plus the cost of starting suit. There is no charge if nothing collected.
Now handling more than 10,000 claims annually

Buyer Liable for Delaying Account of Sales.

In Smith Bros. Grain Co., of Fort Worth, Tex., plaintiff, v. Clement Grain Co., Waco, Tex., Arbitration Com'te No. 4 of the Grain Dealers National Ass'n, composed of E. W. Crouch, E. Wilkinson and Tom F. Connolly, held that "when buyer's delay in furnishing account sales to the shipper is such as to work a forfeiture of the legal rights of the shipper against the carrier, the buyer can not recover from the shipper for such."

The case in question grows out of the sale by Smith Bros. Grain Co. to Parker Corn Co., Aug. 28, 1919, of 10,000 bus. of No. 3 white corn at \$1.60 f. o. b. San Antonio rate points, time of shipment "next week," and the purchase by the Smith Brothers Grain Co. from the Clement Grain Co., on Sept. 5 of 5 cars of No. 2 white corn at \$1.44 f. o. b. Rio Grande Valley points, time of shipment "this week," which would mean Sept. 5 or Sept. 6, as Sept. 6 was Saturday, the last day of the week.

This case involves two transactions on the part of the Smith Bros. Grain Co.; one as a buyer from the Clement Grain Co., and one as a seller to the Parker Corn Co. The two transactions will be treated separately, and we will first consider the purchase by Smith Bros. Grain Co. from the Clement Grain Co. of 5 cars of No. 2 white corn on Sept. 5, shipment to be made Sept. 5 or 6.

The question in dispute, is whether or not this corn was reconsigned and, if reconsigned, whether or not it was reconsigned after the date of shipment had expired; and whether or not the Clement Grain Co., by shipping the goods to themselves on a straight B/L instead of an order notify shipment, failed to comply with their contract.

It is shown clearly by the evidence that the corn was loaded and B/L requested on Sept. 5, the day sale was made, and this corn was therefore, in transit before the written confirmation from Smith Bros. Grain Co. or from the broker, the Blewett Grain Co., could have been received by the seller.

There was some misunderstanding on the part of the agent at the original point of shipment as to billing corn to Kansas City, when the Bs/L were presented for signature, the railroad agent notified the shipper that there was an embargo on shipments of corn to Kansas City, and that he would have to have a permit to get the corn moved to Kansas City. To avoid any default on contract, under these conditions, the Clement Grain Co. billed the corn to Dallas, with the intention of reconsigning to Kansas City, and so advised the Smith Bros. Grain Co. The Smith Bros. Grain Co. immediately notified the Clement Grain Co. that they must have a straight shipment, and that no permit was necessary and to insist that the agent sign the Bs/L covering shipments direct to Kansas City.

On taking the matter up again with the agent at the point of origin, it was found that the corn had already moved to the next station, thirteen miles away, and the agent at that point was instructed by the agent at point of origin to change the Bs/L and have the destination show Kansas City and not Dallas. This, in our opinion, was an act on the part of the railroad to correct the error of the day before in refusing to issue the Bs/L showing destination Kansas City, and was not a reconsignment.

The next question involved is whether or not the Clement Grain Co. violated the terms of sale by shipping corn to themselves at Kansas City, and not to their order, notify Parker Corn Co., as Smith Bros. Grain Co.'s confirmation of purchase requested.

In ordinary cases, it would be the rule under such circumstances to let the broker's confirmation, sent to both buyer and seller, govern. In this case under consideration, where practically instant shipment was demanded, it would be impossible to apply this rule. The corn was loaded and tendered to the railroad company for shipment on the day the sale was made, and by the time written confirmation from the purchaser and broker could have been received by the Clement Grain Co., at Waco, Tex., the corn had moved thirteen miles to the next railroad station.

It would, therefore, appear to this com'te that the Clement Grain Co. violated no terms of its sale in making the shipment to itself in the absence of any written instructions from the broker who consummated the trade concerning the shipment. It is evident that the Clement Grain Co. was not negligent in its efforts to get the corn in transit within the time limit, which was Sept. 5 and Sept. 6, but that it apparently used every endeavor to meet the necessity of the occasion.

The refusal of the agent to bill the corn to Kansas City without a permit, when evidence shows that permits were not necessary, would have placed the carrier in such a position that damages because of this refusal could have been collected by the Clement Grain Co., had they been supplied with necessary papers to establish their claim within a reasonable time.

This corn finally reached Kansas City, was rejected by the Parker Corn Co., and sold for the account of whom it may concern. In the resale of this corn for the account of whom it may concern, there was a long delay in the securing of account sales and the necessary

papers covering the resale in Kansas City, and when these documents finally reached the Clement Grain Co., the lapse of time was such that any claim against the carrier was forfeited by lapse of time. The burden of furnishing such documents was upon the plaintiff, and his failure to do so cannot work a forfeiture of the rights of the Clement Grain Co.

The shipment to themselves at Kansas City by the Clement Grain Co. did not destroy reconsigning privileges that would have been carried by an order notify B/L. The Smith Bros. Grain Co. accepted the Bs/L showing a straight shipment, and by so doing, forfeited any right to raise this issue. It would be unfair to permit them to pay the draft and assert ownership of this corn, and days later repudiate this ownership. To take this position, would permit in case of an advance in values, the retaining possession and secure the advance in values, while in case of declining values, it would be possible to repudiate any ownership and pass the loss back to the original shipper.

The com'te finds in favor of the Clement Grain Co. and dismisses these proceedings, so far as they are concerned.

Must Advise Shipper Before Unloading Off Grade Grain.

In Scoular-Bishop Co., of Superior, Neb., plaintiff, v. E. L. Rickel, of Salina, Kan., defendant, the arbitration com'te No. 5 of the Grain Dealers National Ass'n, composed of H. C. Gamage, L. C. McMurtry and Dick O'Bannon held that shipper's notation on invoice:

"If for any reason this wheat fails to grade as invoiced please get in touch with us before unloading, otherwise our grade will stand."

required the buyer, as provided in Trade Rule 26 of the Grain Dealers National Ass'n to notify plaintiff within twenty-four hours of date of inspection of the failure of the car in question to grade. Further that defendant's failure to observe plaintiff's expressed request for notification in the event the car did not grade as reported, deprived plaintiff of certain rights to which it was entitled.

"We, therefore, find for Scoular-Bishop Co. in the amount of \$52.65, representing 3 cents a bushel discount assessed on this car."

Buyer Can Delay Account Sales Until Freight Is Paid.

C. H. Kendrick Seed & Grain Co., Waco, Tex., plaintiff, v. C. M. Carter Grain Co., Ft. Worth, Tex., defendant, before the Arbitration Comite of the Texas Grain Dealers Ass'n, composed of J. V. Neuhaus, R. L. Cole and R. E. Childress.

Car of milo misgraded and was docked 7c per cwt., which was agreed to and the refusal of C. M. Carter Grain Co. to pay the claim arises from the fact that the plaintiff was, as it claimed, late in getting its returns.

Evidence shows that shipment was billed by C. M. Carter Grain Co. to C. H. Kendrick Seed & Grain Co. on Feb. 15, 1922; car was inspected at Galveston on or about March 7, 1922, but account sales not rendered until July 18, over four months after the car was inspected.

C. H. Kendrick Seed & Grain Co. claim that there was much delay in getting the E/B from the railroad company on this car, due to the fact that the railroad company had an overcharge in the freight, which it endeavored to get adjusted before paying, and that after the freight was finally adjusted and paid there was no undue delay in rendering account sales on the car.

This com'te advises that under Rule 24 of the trade rules, the C. H. Kendrick Seed & Grain Co. was not unduly negligent in making up returns on this car, as this rule provides that the buyers of grain on destination terms shall furnish returns to the party from whom they buy within a reasonable time after the car reaches final destination and is unloaded, and the freight paid, with which rule Kendrick seems to have complied.

Therefore, the award of your com'te is that C. M. Carter Grain Co. be ordered to pay H. B. Dorsey, secy., at Fort Worth, the amount claimed, \$39.54, for the account of C. H. Kendrick Seed & Grain Co., and the deposit fee be returned to C. H. Kendrick Seed & Grain Co. and assessed against C. M. Carter Grain Co.

This award is based on a supposition as to tatement made by C. H. Kendrick Seed & Grain Co. that there was no delay in rendering account sales after freight was paid, there being no E/B attached to the papers, and it shall be incumbent upon the C. H. Kendrick Seed & Grain Co. to show either the original or certified duplicate E/B showing amount of freight on car, ATSE 21387, was paid and that it was paid but a short time before account sales were made up to go to C. M. Carter Grain Co.

Country Elevator Business in the Northwest.

The country elevator business has been more or less looked upon with suspicion. There have been buyers no doubt who have been dishonest. In the twenty years that I have been connected with about 50 elevators, we have had two men who have got what they could, and left for parts unknown. We have had men get into difficulties, and go short, and occasionally have a claim against the bond company, but it is very noticeable that the affairs of this kind are much less since prohibition.

Competition between country elevators is very keen, at certain points it is between the companies, at others it is between buyers. Some buyers even think it is a reflection on their personal popularity to see the other fellow getting a little more grain. A buyer in determining the grade and dockage to place on grain is often influenced by what his competitor is doing, or what he fears his competitor is doing, so that it is a fact, that the grades paid for by the country buyer are higher than the grades received for the same grain at the terminals.

The same applies to dockage, a very common method of enticing a customer from one house to another is to take a little less dockage than there actually is in the grain. The dockage is the dirt or foreign material in the grain other than cereal grains, which can be separated from the grain by ordinary cleaning methods.

This year our crops run unusually dirty, grain containing up to 50 per cent is not uncommon, and 20 per cent dockage is very common. It costs in freight 15 cents on an average to ship a bushel of wheat from North Dakota points to terminals. In grain containing 20 per cent dockage it therefore costs one-fifth of the freight or 3 cents a bushel to pay the freight on this dirt alone, without any return to the shippers. This comes out of our margin, and is one of the serious problems this year.

It is true that most elevators are equipped with cleaners, but with such a lot of screenings as there are this year, and as the screenings consist largely of pigeon grass seed, which has little feed value, the screenings are not selling for very much, besides in cleaning there is always some loss of good grain into the screenings. It has been demonstrated that it is impossible to clean grain and ship as much net grain as paid for. This loss of grain together with the cost of cleaning, largely offsets the saving on freight on dirt, so that cleaning grain is only profitable in cleaning very dirty grain, and then when screenings are saleable at a good price.

The country elevator business is simply the business of receiving and buying grain from the growers at a price that will permit this grain to be sold at terminals, after paying shipping and selling charges and leave a profit. This profit has been about seven cents a bushel. This year it is cut down to five cents on spring or marquis wheat, out of this margin all operating charges have to be paid, so that the success of any elevator operating profitably depends on it being able to handle a large volume of business, granting that the grain of course is bought correctly and that it comes out of the bins in as good shape as it went in, such as avoiding mixing grain of two kinds together accidentally, or taking grain in that was slightly damp, and becomes heat damaged in the bins. These are part of the things that have to be avoided, but occasionally show up—From an address by Chas. E. Boardman.

JNO. O. FOERING, of Philadelphia, who is now recorder of the Loyal Legion, visited Chicago on a recent Western trip with General Miles, and called on his boyhood friends in the grain trade, in which he still takes a lively interest. The Captain is now 80 years of age, and is more than a half century since he began inspecting grain, in which work he was most active in the years when the name of Foering on a certificate was a guaranty of quality to the European importers of steamer loads of corn.

News of new grain elevator machinery and supplies is of business importance to every elevator owner and operator who is willing to effect economies in the handling of grain thru his house by the adoption of the latest and best mechanical facilities obtainable.

Such equipment is always the cheapest in the long run. Consult our advertising columns for desirable equipment.

SHIPPERS' CERTIFICATE of WEIGHT

Form 89 S.W.C. is endorsed by leading shippers associations. Especially adapted for use in connection with claims for Loss of Weight in Transit. Each ticket gives the following information:

Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed in two colors of ink and numbered in duplicate. Seventy-five originals on Goldenrod Bond paper and 75 duplicates on tough pink manila. Well bound with heavy hinged press-board covers so book will open flat. Three sheets of carbon paper.

Order Form No. 89 SWC. Price \$1.00
Grain Dealers Journal, Chicago, Ill.

Written Contracts Book

This book is planned for recording agreements for the delivery of grain bought. By its use each party thereto obtains a clear statement of what is intended by the other, and the farmer lives up to his contract.

The stub is signed by the farmer certifying that he has sold bushels of at per bu., to be delivered on or before It also certifies that he has received dollars on the contract.

The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

Each book contains 50 contracts, numbered in duplicate, printed on bond paper, size 12x4 1/4". You cannot afford to be without these blanks.

Order form No. 9. Price, 75 cents
GRAIN DEALERS JOURNAL
315 S. La Salle St., CHICAGO, ILL.

Grain Trade Conditions Abroad.

W. C. Wiegand of the Rosenbaum Grain Corporation on his recent return from an extensive European trip said: At present Europe is in a worse condition than she was at the closing day of the war. We are big producers and we must seek markets for our surplus production. We not only find competitors producing more cheaply, but we find our foreign buyers absolutely destitute so far as finances are concerned.

That many of the American farmers are today facing bankruptcy is perhaps no exaggeration, although it may be said that they are facing it with about the best equipped farms in the world. The most modern farm machinery, automobiles and telephones, with jazz music from a phonograph relieving the monotony of a farm day.

It is certain that we should have a better market for our surplus—in fact, unless we do find a better market there is little hope for better prices. Europe has grown much more wheat this season, but cannot eat any more. Her state of finances has necessitated more extensive production than before the war. Outside of the United Kingdom we have no solvent buyer and even England, which during her dock strike saw abnormally low supplies bought in a most sparing fashion.

European crops as a general proposition are most satisfactory. Russia is expected to export some 100,000,000 bu. of wheat this crop season. France and Italy both have excellent crops. France is importing little and that for mixing purposes. Well posted persons in the French grain trade expect France to be exporting wheat within two years. She is selling flour to Spain, and Italy is selling wheat to Switzerland. Germany has a good average grain crop and a good potato crop. She is getting supplies from Russia. Some difficulty may be encountered this winter on account of the financial situation as German farmers are unwilling to accept paper money for their product and the

holding tendency of the producer has caused some concern.

The European grain trade is inclined to be bearish for obvious reasons. Bullish American news is not taken seriously so long as Argentine promises remain good. It would take a decided setback in the crop outlook of the southern hemisphere to change the attitude of the European buyer, who is impressed with the one fact that Europe has enough wheat in sight and that the appetite is regulated by the purse. America's crop cannot possibly make the price. If her surplus is held at a price above that of competitors, it will remain unsold. It is figured that the world's carry-over at the end of this season will be approximately 400,000,000 bus. It is doubtful that wheat farming will become more profitable until it can be produced more cheaply.

Car Loadings and Available Loading Stock.

In its bulletin of Oct. 16 the car service division of the American Ry. Ass'n states that total loading for the week ended Oct. 6 was 1,079,690 cars, a decrease of 17,584 cars under the preceding week. It was, however, an increase of 125,738 cars over the corresponding week of 1922 and 180,009 cars over the same week of 1921.

Loading of grain and grain products 50,019 cars, was a decrease of 877 cars under the previous week, 55 cars under the same week of last year and 4,438 cars under the corresponding week of 1921.

Reported shortage for the period ending Oct. 8 was box 6,306 cars; coal 4,600 cars and all freight 16,160 cars. Surplus serviceable equipment for the same period was 23,829 box cars, 7,098 coal cars and 34,138 all freight cars.

New box cars put in service from Jan. 1 to Oct. 1 were 52,963, and on Oct. 1 the roads had on order 28,477 new box cars. Since Jan.

1 the roads have put in service or on order 4,205 new locomotives. The railroads of the United States on Oct. 1 had 54,159 serviceable locomotives, an increase of 892 since Sept. 15. Locomotives in need of repairs were 9,823, or 15 per cent of the total on the lines, the smallest on record.

To Make Federal Hay Grades Effective.

The federal government has enlisted the aid of the chairman of the uniform grades committee of the National Hay Ass'n, Maurice Niezer, to make the tentative United States grades of hay effective. As the National Hay Ass'n for many years has had national hay grades in effect, Mr. Niezer can be of great assistance to the U. S. Dept. of Agriculture.

Mr. Niezer believes that something must be done to keep the hay crop from deteriorating, and that one of the means is the enforcement of federal standards that growers can work towards in the production of better hay. He has been conferring with the officials at Washington recently.

Books Received

WHAT IS SECURITY? is a thirty page pamphlet, emphasizing "security under fire insurance contracts." It contains paragraphs about Fundamental Principles, Conflagration Hazard, Demand for great insurance in New York City, The forming of Syndicates to handle the conflagration hazard, Security to Policyholders first consideration, and several minor paragraphs on insurance. WHAT IS SECURITY was written by C. A. McCotter, Sec'y Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind.

Duplicating Grain Contracts

Do not take chances on verbal contracts for future delivery of the grain you are now purchasing. With the present unstable condition of the markets, Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure.

Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase. They certify the Farmer "has sold — Bushels of — at — cents per bushel, to grade No. —, to be delivered at — on or before —." They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted.

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound and supplied with 3 sheets of carbon. Order FORM 10DC, Price \$1.00.

Send all orders to

Grain Dealers Journal

315 South La Salle St.

CHICAGO, ILL.

YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks. By using these blanks you make **formal order** for cars to suit your needs, and the **duplicate** copy provides you with undeniable evidence that the station agent received the order.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of delay by the railroad company.

CAR ORDER BLANKS contain spaces for the name of the station, date, railroad, number of cars for immediate loading, number of cars for loading in—days, kind of grain, capacity, destination, and a space for the signature of the shipper. Also space for the date when the order is filed with the agent, and for the signature of the agent acknowledging its receipt.

These blanks are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use Form 222 C. O., Price 75cts.

GRAIN DEALERS JOURNAL

315 So. La Salle Street

Chicago, Ill.

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50
Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

OUR IMPROVED Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.
" B—Loss in Market Value Due to Delay in Transit.
" C—Loss in Quality Due to Delay in Transit.
" D—Loss in Market Value Due to Delay in Furnishing Cars.
" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:
411-A contains 100 sets all Form A. Price, \$2.00
411-B contains 100 sets all Form B. Price, \$2.00
411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

GRAIN DEALERS JOURNAL

309 South La Salle Street CHICAGO, ILL.

E. A. Brown, Pres.
Luverne, Minn.
W. J. Shanard, Vice-Pres.
Bridgewater, S. D.
Tri-State Mutual
Grain Dealers' Fire Insurance Company
LUVERNE, MINN.

A Grain Dealers Company writing Fire and Tornado Insurance on the Mutual Plan.
We have returned 50% of the Deposit Premium for 20 years.
Let us tell you about our Provisional and Short Term Grain Insurance. 100% Protection all the time.

The "Grain Dealers Mutual"

No. 10.

We are interested in giving our policyholders a low insurance cost; but this can be done only by keeping down the fire loss. The months of October, November, and December generally produce a high loss ratio.

If you are interested in keeping down your insurance cost, let us suggest that you be extra careful during these months.

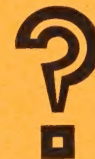
WESTERN DEPARTMENT
300 Keeline Bldg.
Omaha, Nebraska
GRAIN DEALERS' FIRE INSURANCE CO.
NATIONAL MUTUAL FIRE INSURANCE CO.
INDIANAPOLIS, IND.
C. A. McGOTTER
Secretary
Indianapolis
Indiana

It is a good plan to look the house over every night before closing.

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President Geo. A. WELLS, Secretary
A Legal Reserve Mutual Fire Insurance Company



CHIMNEY

If there is a
question of its
safety--Rebuild

**MUTUAL FIRE PREVENTION
BUREAU, 230 E. Ohio St., Chicago, Ill.**

Representing the

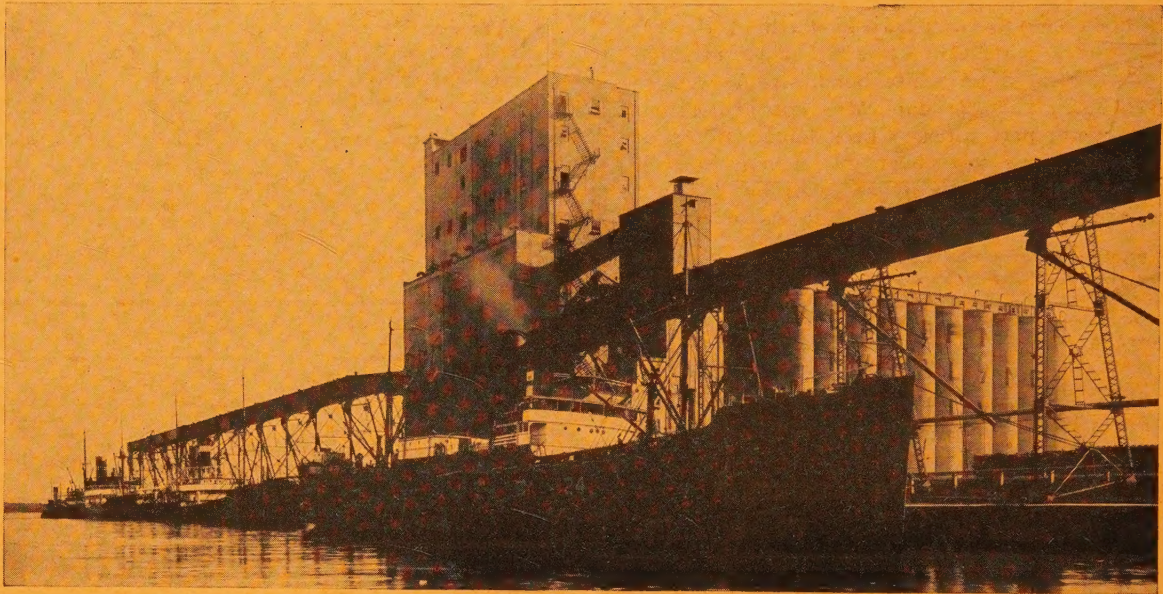
Mill Mutual Fire Insurance Co's.



Grain Handling Equipment

The Machinery With a Reputation

For Long Life and Low Maintenance Cost



Weller Machinery

is built to give the maximum of service at the lowest possible cost for upkeep. It is made by men who know its application and the duties it is to perform—Quality is built into it.

Large or Small Elevators

contemplating new installations or replacing old equipment will find it to their advantage to investigate thoroughly the design and quality of the machinery we make.

Competent Engineers

in our employ will be glad to assist the engineer or builder in selecting equipment best adapted to the requirements.

WELLER MADE SPIRAL CONVEYOR



Cold Rolled Steel
Wear Long

Sectional Flights
Easy to Replace

WE MAKE

Apron Conveyors
Belt Conveyors
Bucket Conveyors
Drag Conveyors
Pan Conveyors
Mixing Conveyors
Spiral Conveyors
Trippers
Bucket Elevators
Elevator Buckets
Elevator Boots
Elevator Casing
Elevator Heads
Bag Elevators

Elevator Spouts
Loading Spouts
Dock Spouts
Grain Cleaners
Truck Dumps
Wagon Dumps
Track Hoppers
Power Shovels
Car Pullers
Rope Drives
Gears
Sprockets
Chain

Power Transmitting Machinery
Coal Handling Machinery

Write Us
Before Placing Your Order.

WELLER MFG. CO.

1820-1856 N. Kostner Ave. Chicago, Ill.

SALES OFFICES

New York

Boston

Baltimore

Pittsburgh

Detroit

San Francisco